# FINANCIALTIMES

Gandhi: A pledge of reform renewed, Page 21

No. 30,503

Thursday March 31 1988

**EUROPE'S BUSINESS NEWSPAPER** 

D 8523 A

## **Pressure** grows for Meese to quit

**World News** 

US Attorney-General Edwin BRITISH AEROSPACE, UK Meese faced growing calls for his resignation over what appeared to be a widening criminal investi-gation into his financial affairs and conduct in office. Page 22

## Connecticut win keeps Dukakis hopes alive

The fight for the US Democratic presidential nomination remained unpredictable as the Michael Dukakis campaign gained pace with a victory in the

gained pace with a victory in Connecticut primary.

The Massachusetts governor beat black civil rights leader TOKYO: Large-capital and high-lesse Jackson by more than two technology stocks were in strong to one. Democratic race transformed, Page 24

TOKYO: Large-capital and high-lemmand, helping to send share prices past the 26,000 mark for the first time in about five and a

Supermarket chains in Panama reopened, weakening a 10-day-old general strike aimed at ousting military leader Manuel Antonio Noriega. Attempt to reopen banks, Page 3

## Vassiliou mission

President George Vassilion flew to London for talks with British Prime Minister Mrs Margaret Thatcher on efforts to reunite war-divided Cyprus by reopening stalled negotiations under United Nations auspices.

Pact presses for accord Warsaw Pact foreign ministers ended a two-day meeting in Sofia with an appeal for as treaty to and an unexpected call for new talks on restricting tactical weapons in Europe. Page 2

## Paris bomb attack

A bomb exploded near South Africa's embassy in Paris less than 24 hours after the French representative of the ANC guer-rilla organisation was shot dead in the city. Conservative tide rises in S. Africa, Page 4

Kidnap droup identified Western hostages in Lebanen \$TERLING closed in London at \$1.8700 (\$1.8705); DMS.1125 ware being held by a single group \$1.8700 (\$1.8705); Y233.75 (Y233.0); onal kidnap Islamic Resistance - a freed

## Air crash near N-plant A French Mirage fighter aircraft crashed and exploded just 2km

## Punjab violence flares

A sudden escalation of violence claimed another 34 lives in 36 tional media magnate, has won a hours and raised questions about court victory enabling him to whether Prime Minister Rajiv retain ownership of the Boston Gandhi's new anti-terrorism pol-Herald newspaper. Page 23 icy would succeed. Page 4

## Rebel chief captured The chief of the Philippines Com-

two leading political groups as he

## the Commonwealth. Page 4 Italian media strike Italian media Strike Italian journalists began a fresh as the first move in a reorganisaseries of strikes on pay and worktion of the Saudi oil industry.

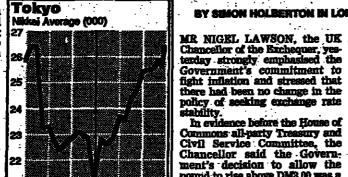
Emergency locust talks The UN Food and Agriculture De Benedetti's L1,600hn (\$1.3hn) Organisation called an emer-gency meeting in Rome for April toni food operations to Nestlé of 6 and 7 as an invasion of locusts Switzerland Page 26 across North Africa continued to spread, Page 4

Faure, who was twice prime min-ister and held seven cabinet posts 30 years, died in a Paris hospital lished tomorrow, Good Friday, or aged 79, Obituary, Page 2

## **Business Summary BAe makes** special Airbus loss provision

has had to make a £320n (\$598.4m) special provision in its accounts to cover potential losse up to 1991 on civil aircraft manu Airbus. Page 22; Lex, Page 22 Analysis, Page 28

STANDARD CHARTERED, trou bled international banking group, reported a £274m (\$513m) pre-tar loss for 1987 because of bad debts in overseas markets. However, it did not cont its dividend. Lex.



half months. The Nikkei averag of 26,320.07, only 326 points below its record high of 26,646.43 reached on October 14. Page 46

WALL STREET: The Dow Jones industrial average at 1pm was down 6.30 at 1,992.04. Page 46

LONDON: A steadler dollar gave London a note of confidence as it wound down for the long East weekend. However, trading was thin, and a broad lack of interest left the FT-SE 100 index down 8.2 at 1.756.9. Page 42

SFt2.5675 (SFt2.5700); FFt10.5526 (FFr10.5350). Page 35

DM1.6640 (DM1.6615); Y125.0 (Y124.50); SFr1.3785 (SFr1.3735);

crashed and explosed just and from a West German nuclear TEXACO STOCK rose for the secpower complex north-east of ond day amid mounting exciteMunich after a mid-air brush with another fighter.

State of the secment on Wall Street that the giant oil group, which is about to lose bankruptcy protection, will be drastically restrictived or be drastically restructured or

in the Indian state of Punjab RUPERT MURDOCH, interna-

ERICSSON, Swedish telecommunications group, has won a \$28m order to supply the Greek tele-communications network (PTT) munist Party's military wing, the with digital AXE exchanges

New People's Army, was among Page 6 leaders of the banned guerrilla movement captured in Manila. LONG ISLAND LIGHTING, electric utility serving 2.7m suburban New Yorkers, has received a Fiji PM under fire
Fiji Prime Minister Ratu Sir Authority, which would be the Kamisese Mara was attacked by largest US public sector power

started a long process towards years Page 23 restoring links with Britain and PETROLUBE, lubricating oil offshoot of Saudi state-run Petromin, has bought Petromin's

PROTEST is mounting in France

RANK ORGANISATION, UK lei-

Edgar Faure dies

Veteran French politician Edgar in the US. Page 32

Faure and entertainments group, has reached agreement in principle for a \$100m-plus acquisition in the US. Page 32 THE FINANCIAL TIMES: The in a political career that spanned Financial Times will not be pubon Easter Monday.

chairman of Messerschmitt Boel-kow Blohm, the leading West

Pound continues rise

after Lawson defence

of monetary policy

Interest rates for

A leading British savings insti-tution and bank each cut its interest rate for home loans yesterday by half a percentage point. The moves mean it is likely other leaders will soon have to reduce their own rates. Page 10

The Chancellor was also ques-tioned closely on the Treasury's

forecasts for the current account

of the balance of payments. The Treasury forecast a deficit of

\$4hn for 1988 and in the first two months of this year it amounted

home loans cut

German serospace company, has alone with Western Europe or held out the possibility of an with the US as well. "Europe divided by the Soviet Union to must not be superated from the siriners in partnership with Vogels said.

Western serospace groups.

The Messerschmitt chairman because Moscow's direct purchase of Western stributes could be more than the messers had table with the character stributes could be superated from the siriner project to outright purchase of Western aircraft such as the Airbus. This was because Moscow's direct purchase of Western stributes could be messers the messers had table with the character stributes could be superated from the said he believed the Soviet Union would prefer a co-operation of civil America" over the issue, Mr.

Western seruspace groups:

The Messerschmitt chairman because Moscow's direct purMr. Vogels, whose company is has recently held talks with Mr chase of Western airliners could 
the West German shareholder in Yuli Kviznaky, the Soviet ambasgroup, said he believed the Soviet ments come in the wake of intenUnion might make "signals" sive efforts by Boeing and 
indicating "interest in a certain McDonnell Douglas of the US, 
co-operation in developing longhaul sixtraft with Western conhaul sixtraft with Western consortia." This could be either Eastern European countries.

The Messerschmitt chairman because Moscow's direct purchase of Western airliners could 
seriously damage its dominance 
of aircraft acquisitions by its satellite states in Eastern Europe

Mr. Vogels, whose company is has recently held talks with Mr 
chase of Western airliners could 
seriously damage its dominance 
of aircraft acquisitions by its satellite states in Eastern Europe

Mr. Vogels stressed the US and 
western Europe would need to 
co-operation in developing longhaul sixtraft with Western coninto the market for airliners in 
Soviet approach on civil airliners, 
to guard against flows of militari-

in forecasting the deficit, which was the difference between "two very large numbers." He added that the Government's Autumn

Statement would, as usual, carry an updated estimate of the defi-

. The Chancellor sought, how

ever, to play down the signifi-cance of the delicit. He said it

was readily financable, and sustainable.

It was his comments on the exchange rate, however, that drew most attention and caused the pound to soar on the foreign

Mr Lawson noted that the average rate of exchange for the pound against the D-Mark had fallen from DM4.56 in 1981 to DM2.94 last year.

"To move from that to a period of exchange was a stability in

of exchange rate stability is a strengthening of the struggle Continued on Page 23

hours of intense questioning by committee MPs on his policy towards interest and exchange rates. His evidence followed a similar session on Monday where Mr Robin Leigh-Pemberton, Governor of the Bank of England, faced the committee.

mercial position.

his economic reform drive.
This line is backed particularly by Bonn. Mr Hans-Dietrich Genscher, the West German Foreign Minister, who stressed yes-terday that East-West technologi-

ly-sensitive technology to Germany was opposed to trans-Moscow and to protect Western ferring militarily-useful airliner manufacturers own com-know-how, Mr Genscher said that Western controls on technology mercial position.

His comments follow increased transfer still left "a wide space" transfer still left "a wide space" for East-West co-operation which the West as part of his economic reform drive.

Western controls on technology transfer still left "a wide space" for East-West co-operation which was not at present being filled.

Western aerospace analysts being economic reform drive.

major problem modernising its ageing Hyushin and Tupoley range of pasenger aircraft for the 1990s. However, the problem of overcoming regulations policed by the Paris-based Cocom organical co-operation was a sation on technology exchang "contribution to stability" in the

# Iranians in first clash with the forces of Kuwait

IRAQ

THE GULF WAR took a potentially ominous new turn yesterday as Iranian and Kuwaiti forces clashed for the first time in the conflict, which has lasted more than seven-and-half years. Kuwait's Ministry of Defence said two of its servicemen had been killed when three Iranian gunboats attacked the island of

Bubiyan. Tehran Radio denied the attack, and quoted war informa-tion headquarters as saying: "What the Kuwaitis claim is a figment of the imagination of the emirate's rulers."

Shortly after the incident, Mr Mohammed Foroughi, the Iranian Charge d'Affaires in Kuwait, was summoned by the Foreign Ministry and delivered a strong pro-

It was not clear last night

apprehension that Tehran might be trying to open a "new front" in a bid to halt Iraq's continued missile attacks on Iranian cities.

They pointed out that Iran's with air raids on Sulaymaniyah supplies of Soviet-manufactured in which 10 tonnes of bombs had supplies appeared to be been dropped on military garrityrs from the original Land Day drying up and speculated that sons and broadcasting stations. In the Gulf the 259,477-tonne pressure on Kniwait to persuade Cypriot-registered tanker Anax the land of the "war of was set on fire by tract streams and villages nearby, along the old

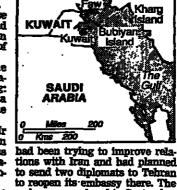
time it has strengthened its miliminal at Kharg Island.

tary positions on Bubiyan, a flat,
marshy and untinhabited 300 struck their most devastating sinsquare miles opposite Iraq's Faw
peninsula, captured by Iran early
in 1986.

Amax south of Iran's Financial at Kharg Island.

Eleven days ago, Iraqi jets
struck their most devastating singie blow at Kharg, attacking the
terminal and two supertankers
loading oil there. Shipping

installations. Recently Kuwait



it was not clear last night embassy was closed in September which side had fired the first last year after an Iramian mob shot.

the military exchange could have been accidental but expressed apprehension that Tehran might people had been killed and buildings, including a mosque, destroyed. Iran said that it had retaliated

the cities". No casualties were reported.
While continuing to support
Iraq materially and morally,
Kuwait has assidnously sought to
avoid any direct involvement in fire in the engineroom of the
the military conflict. At the same
Anax south of Iran's main oil tertime it has attentibuted its will.

Between September and sources said more than 50 sea-December last year fran fired six men were killed. Silkwurm missiles at Kuwait's oil Genscher call on chemical

arms, page 2.

## Moscow 'may seek to develop airliners with the West' | Four killed, 50 injured on day of **Palestinian** protest

By Andrew Whitley in Qalqiiya, occupied West Bank

PALESTINIANS LIVING on both sides of Israel's pre-1967 border united yesterday to protest against the confiscation of Arabowned land. At least four people were killed and over 50 injured were knied and over 30 injured by army gunfire in the occupied West Bank, on a day billed in advance by Defence Minister Mr Yitzhak Rabin as a trial of

strength.

Hailing the army's success in quickly breaking up disturbances before they had time to develop, Major General Amram Mitzna, the West Bank Commander, con-

firmed that four people died dur-ing the day in his region.

Tightening still further access to information on events in the occupied territories, the Israeli authorities yesterday closed down the Jerusalem-based Pales-tine Press Service for six months, accusing it of links with a radical Palestinian faction.

How Palestinians marked the emotive anniversary of the 1976 killing of six Israeli Arab protestors varied greatly, depending on which side of the old "Green Line" border they happen to live

Qalqilya, the scene of some of the fiercest clashes with Israeli troops over the past four months, was silent as the grave. Lying in a salient of land just inside the occupied West Bank - sealed off entirely by troops since Monday night - the town was stifling under a round-the-clock curfew strictly enforced by patrolling

Journalists are barred from entering the occupied territories until Friday, but I was inadvertently allowed to pass through the road blocks in the Qalqilya area in my car.

Five miles due north, in Israel proper, several thousand Pales-

border line, saw serious disturbances. Just a few miles north of Taibeh, inside the West Bank, 13 people were reported to have been injured by army gunfire.

To the east, around Nablus, and further south, in the Ramal-lah area, two villagers were killed. Around Hebron, another two died and more than 20 suffered bullet wounds. In one unexplained incident, a 15-year-old boy was shot and injured in the chest by a Jewish settler in the village of Beltunia.

# York close of \$1.880 and the preto \$1.50n. Displeasure in Tokyo, Page 4; vious London close of \$1.8705. At Mr Lawson pointed out that Lex. Page 22: Currencies, Page one point it reached \$1.88. Mr Lawson faced nearly two had the Treasury been accurate 46 UK and French computer services groups to merge

CAP GROUP, one of Britain's ware and systems integration,

pound to rise above DM3.00 was a necessary tightening in monetary policy. In the context of indus-

try's control of its own costs he indicated that exchange rate sta-bility did not mean that the

reached Bass. 12, the agness for 18 months. On Tuesday night it had closed in New York at DMS. 1091, having ended at DMS. 1075 in London, Against the dollar, it was trading at \$1.8780, compared with Tuesday's New York close of \$1.8980 and the way.

pound could not rise or fall.

Following his remarks, sterling
rose sharply in early New York
trading. Against the D-Mark, it
reached DMS.12, the highest for
The Chancellor was

Both will still be smaller than share. That values Sema Metra at the largest European computing services company, CAPSogeti Gemini, which had a ssets of £48m, will be based in worldwide turnover of about London for tax and legal reasons.

288m last year and has, until Sema Metra is over 60 per cant now, been the only European owned by Parlbas, the major owned company in the world French bank. CAP's largest computing services first division.

Computing services first division.

Computing services companies, Coal Board Pension Fund.

The French Finance Ministry is success in the European Contity open market, intended a chieved by 1992, Mr Smith yesterday.

CAP is strong in the UK.

Netherlands and Singapore, a small presence in the US.

Sema Matra is strong france, Spain, West Gern and Belgium. acquisition in more than 40

leading computing services com-panies is to merge with Sema the development of the new com-Metra, its French equivalent, in puter systems for financial serpanies is to merge with some particles. In puter systems for imancial services, its French equivalent, in puter systems for imancial services an attempt to create a significant vices, retailing and distribution, companies have significant expected in the 1990s. Mr. Barney Gibbens, CAP with a combined worldwide by US companies such non-executive chairman of Semanor worldwide by US companies such to will be run iointly by Mr.

(\$487.5m) and a staff of 6,400, the as Electronic Data Services and merged company — to be called Automated Data Processing, both Semacap — will be similar in size with revenues of over £1bn. Senscap—win be similar in size with reveales to over similar to the newly-enlarged UK company, Systems Designers, which to be approved by shareholders of completed its acquisition of Scithe two publicly quoted compacon from British Petroleum last nies, CAP is affering 24 of its week.

Both will still be smaller than share. That values Sema Metra at the largest forms.

deal, which has also been given the green light by the French and British defence ministries. Both

cap. It will be run jointly by Mr Pierre Bonelli, Sena Metra director general and Mr Michael Smith, CAP managing director. The major motivation for the

merger was the need for size to command a worldwide presence and the two companies' desire for success in the European Community open market, intended to be achieved by 1992, Mr Smith said

CAP is strong in the UK, the Netherlands and Singapore, with Sema Matra is strong in France, Spain, West Germany

# Volvo buys out Leyland Bus

VOLVO, the Swedish automotive, after the UK Government held by Mr Ian McKinnon, until engineering and food group, has announced plans for the sale of yesterday chief executive, and bought for an undisclosed sum Rover Group, the state-owned five management colleagues. Leyland Bus, the formerly UK automotive concern, to British Their buy-out was backed by a state-owned bus group sold to a Aerospace for 2150m, entailing consortium of institutions led by management consortium last year for 24m (\$7.5m).

The deal will make Volvo the Since the UK Government provided \$55m for preferred tripes of the collection totalling \$3.75m.

Mr McKinnon will stay on the Leyland Board, but in a non-executive tripes of the collection totalling \$55m for preferred tripes of the collection totalling tripes of the collection totalling tripes of the collection totalling tripes of the collection tripes of the collection totalling tripes of the collection total tripes of the collection tripes of largest bus-makers in Western

The cash purchase by Voivo was described only as involving "multi-millions." It comes less than 24 hours

Europe, a position previously held by Dampler-Benz of West

since the UK Government provided £55m for restructuring of Leyland Bus to allow the management buy-out, yesterday's within Leyland Bus's manage announcement by Volvo seems certain to fuel further criticisms of Government over-generosity in the said yesterday that the content of the content its privatisation programme.

The equity in Leyland Bus was

Mr McKinnon will stay on the Leyland Board, but in a non-exec-

Contin ed on Page 22 Strengthening combine, Page 9

haunts Hungery **PADICAL** OUTSIDER South Africa FT Law Report: Panel fair to Guinness THE COLD

How the Rev Jesse Jackson has forced US Democrats

Johannesburg: The conservative tide rises in ment Product development - The

ent; The Jackson factor, the

The success of the County of Clwyd, in rebuilding its economic base, is fast becoming legendary. An amazing transformation has taken place during the 1980's, with Clwyd clearly emerging as one of the prime U.K. locations for company investment and expansion. In the last six years new companies have located in Chryd from all over the U.K. and overseas. Many have undertaken further expansion projects and are continuing to prosper in their new location. To find out more about Chwyd and the considerable benefits it can offer your company as a new location, clip the coupon or contact the Clwyd Industry Team, Clwyd County Council, Shire Hall, Mold, Clwyd CH7 6NB. let: 0352-2121. Fex: 0352-58240. Name: Company: SEND FOR THECLWYD

í:

Companies Companies Overseas .. Companies World Trade **.9-12** 



nal Savings in Japan: Out comes the future for local democracy... Lex British Acrospace, Maxwell/United News-papers, Standard Chartered \_\_\_\_\_\_22

# Finsider faces **EC** fines over rescue proposals

FINSIDER, the loss-making Ital-ian state-owned steelmaker, was try in all but a handful of last night facing the threat of instances. substantial fines from the Euro-pean Commission following the

tition policy, demanded an explarescue package early this month, terms. from Mr Luigi Granelli, the Ital-ian Minister for State Participa- Finsider and splitting its

nission now has the power to closed. fine Finsider up to 1 per cent of its annual turnover for evading its obligations under EC steel

EC officials were yesterday pean Commission following the group's failure to provide details of its latest rescue plan.

Mr Peter Sutherland, the Coming in rushing into a legal fight. missioner responsible for compe- Brussels' letter asks for information on whether credit being nation of the L6,000bn(£2.6bn) granted is on fully commercial

tion.

The Rome authorities had failed to reply by yesterday's deadline, which means the Commore than 1.7.800km to be sold or

Brussels has warned the Italian Government that it will not besiits annual turnover for evaling Government that it will not healits obligations under EC steel tate to enforce repayment of state regulations. The rescue plan, aid if necessary. The Commission which involves 25,000 job losses, has said it would countenance is temporarily on ice because of the absence of an Italian Government that it will not healits obligations under EC state and if necessary. The Commission which would need the unanimous agreement of the 12 EC member states—only if the company of the company o wants to examine the package offered adequate cuts in its 10m now because it believes Finsder's tonnes of hot rolled strip productionses, of L1,500hn last year, have tion capacity. Hot rolled strip reached a level where they accounts for a third of the EC's threaten Community aid discipline. EC competition rules foring overcapacity.

# Belgium sets record for gap between governments

itself a ground for a five-party coalition between Flemish and French-speaking Christian Democrats and Socialists, plus Volksunie it in expected to start next week.

The country has been under the caretaker premiership of Mr Wilfried Martens since the December 13 election, which effectively broke his central portion. The premiership of 167.

effectively broke his centre-right coalition. The previous record gap of 107 days between proper governments was in 1978-79.

For more than two months, Mr Jean-Luc Dehaene, a close colleague of Mr Martens in the centrist Flemish Christian Democratic party, has been trying to lay the

## **Austrian Chancellor puts** off visit to Prague

changes" which are due to take place in Czechoslovakia. Soviet-led tanks crushed the Pra- said one Western diplomat.

CHANCELLOR Franz Vranitzky General Engineering and Elec-of Austria said yesterday he had tro-technical Industry. Transport postponed an official visit to Pra-gue because of "government tions would also be marged." Sources in Prague, however, could see little reason for Mr The April 17-20 visit would Vranitzky to cancel the visit have been the first by an Ausbecause of such relatively minor trian Chancellor for 14 years. changes. "Unless, of course, the Relations between Vienna and Prime Minister (Mr Lubomir

gue Spring reform movement in 1968, although recently there have talks with Mr Strongal, a improvement.

Mr Miloslav Pavel, the Czechoslovak government spokesman,
confirmed on Tuesday that the government changes included the Foreign Minister, who was alleg-merging of the ministries of Met-allurgy and Heavy Engineering, scandal in Slovakia last year.

## Health protests in Poland BY CHRISTOPHER BOBINSKI IN WARSAW

doctors and nurses over the state of the country's health service ances it became clear that the have prompted the Communist party leadership to examine the sissue at a special meeting.

Some 20,000 medical personnel have signed a petition reversers for finding to the signed a petition reversers for finding to the signed a petition reversers for finding to the signed a petition reverse for finding to the signed a petition reverse for finding to the signed as the signed as petition reverse for finding to the signed as the sig have signed a petition protesting about low pay, inadequate facili-ties and shortages of medicines.

Reports of government meet-ings suggest that attempts may The banned Solidarity movement has called for a public protest on April 7, World Health day. be made to raise extra revenue support from potentially rebel-

key from April 6-8.

Its overriding purpose is affirmation of the thriving diplomatic and business links between the support of the thriving diplomatic and business links between the support of the thriving diplomatic and business links between the support of the thriving diplomatic and business links between the support of the thriving diplomatic and business links between the support of the thriving diplomatic and business links between the support of the thriving diplomatic and business links between the support of the thriving diplomatic and business links between the support of the thriving diplomatic and business links between the support of the thriving diplomatic and business links between the support of the thriving diplomatic and business links between the support of the thriving diplomatic and business links between the support of the thriving diplomatic and business links between the support of the thriving diplomatic and business links between the support of the thriving diplomatic and business links between the support of the thriving diplomatic and business links between the support of the thriving diplomatic and business links between the support of the thriving diplomatic and business links between the support of the thriving diplomatic and business links between the support of the thriving diplomatic and business links between the support of the two countries which will be enhanced when President Kenan

Evren visits Britain in June.

Mr Turgut Ozal, her Turkish application.

# Thatcher visit aims to cement links with Turkey

NATO SOLIDARITY in the wake of the European missiles agreement and assurances of expanding business for Britain are the most specific goals of the visit by Mrs Margaret Thatcher to Turkey Mrs Margaret Thatcher to Turkey from April 68.

But she stocked by the first ever UK supported by the first ever UK suppor

official visit by a British Prime pean Community. Its subject of the Aegean and Minister, although Winston Churchill stopped over briefly at pean capitals last spring when through in previously hostile Adana in the south-east during British, in common with other Turkish-Greek relations achieved

Anhanced when President Kenan counterpart, is likely to seek sup— The Turkish press has been largest in Svren visits Britain in June.

Mrs Thatcher's will be the first for full membership of the Euro- visit will result in significant Turkey.

ground-breaking ceremony for concentrate on lucrative supply the \$130m contract awarded recently to the UK's AMEC Inter-contracts in Turkey's \$150n drive the war. She will seek to bolster
Turkey's confidence in Nato
without seeking or making definitive pledges. Turkey is under
the war. She will seek to bolster
Turkey's confidence in Nato
early on both diplomatic and ecowithout seeking or making definitive pledges. Turkey is under
the war. She will seek to bolster
Turkey's confidence in Nato
early on both diplomatic and ecowithout seeking or making definitive pledges. Turkey is under
The UK's resistance has since
pressure to accept more been mitigated by the steady

The UK's resistance has since
pressure to accept more

The UK's resistance has since
pressure to accept more

The UK's resistance has since
pressure to accept more

The UK's resistance has since
pressure to accept more

The UK's resistance has since
pressure to accept more

The UK's resistance has since
pressure to accept more

The UK's resistance has since
pressure to accept more

The UK's resistance has since
pressure to accept more

The UK's resistance has since
pressure to accept more

The UK's resistance has since
pressure to accept more

The UK's resistance has since
pressure to accept more

The UK's resistance has since
pressure to accept more

The UK's resistance has since
pressure to accept more

The UK's resistance has since
pressure to accept more

The UK's resistance has since
pressure to accept more

The UK's resistance has since
pressure to accept more

The UK's resistance has since
pressure to accept more

The UK's resistance has since
pressure to accept more

The UK's resistance has since
pressure to accept more

The UK's resistance has since

The UK's AMEC Inter
The UK

position.

The UK is Turkey's third largest EC trading partner behind west Germany and Italy, fifth largest export market, and sixth House, instead of to the lowest largest import supplier, and Britons are in the van of visitors to ish contractor Sezai Turkes-Feyzi

Mrs Thatcher will point up pro- During the visit officials motion of British business by a accompanying Mrs Thatcher will During the visit officials

manufacture of Tornado fighter aircraft are not on the military's immediate agenda, the Turkish Defence Minister, Mr Ercan Vur-

alhan, said this week, but are for

BAe's Rapier missiles. Last but not least. Mrs. Thatcher and Mr Ozal can find common ground in their free-market economic philosophies. Both have frequently expressed admiration for each other's polcies. They even share the same birthday. The omens augur well for even closer UK-Turkish political and economic ties in 1988 and

Faure: twice

**OBITUARY** 

**Premier** 

of France

Minister of France, died yester-day in hospital at the age of 79,

In a long political career begun in exile in Algeria during the Sec-

ond World War, he held practi-

Mr Jacques Chirac, the Prime

Radical socialist at the begin-

the party before being named honorary chairman of the much altered radical party in 1979.

His political travels took him to the Gaullist Union pour la Defence de la Republique, ances-

tor of Mr Chirac's RPR party, and back to the centrist Union pour

In the campaign for the presi-dential election next month, however, he backed Mr Chirac

against the UDF's candidate, Mr Raymond Barre. He finished by carving himself

a niche as an outspoken maver-ick able to reconcile both left and

la Democratie Française

## Warsaw Pact presses for N-arms accord Bid to end strike in Stepanakert

ONLY BASIC public services ONLY BASIC public services operated yesterday in strike-bound Stepanakert, capital of the ethnically disputed region of Nagorno-Karabakh, where Communist party officials visited the homes of strikers to try to persuade them to return to work

While the politically metivated strike wave continued in the largely Armenian-popu-

the largely Armenian-populated region, a month-long cur-few was lifted in the Azerbai-jani city of Sumgait.

The curfew was imposed after 32 people - 26 of them Armenians - were killed in ethnic clashes in Sumgait. Fearing possible unrest elsewhere in Transcaucasia, the Soviet authorities banned

Soviet authorities banned spontaneous demonstrations in the Republic of Georgia as they had done previously in Armenia and Azerbaijan.

The newspaper Sovietskaya Rossiya said yesterday that the "normal rhythm of life is being established a little" in Stenanakert. Party workers being established a note" in Stepanakert. Party workers were contacting strikers in an attempt to "establish a dia-logue," the newspaper said, noting that they were "not always successful." On the whole, the "feeling of tension remains."

Officials in Nagorno-Kara-bakh voted last month to be reunified with the nearby Soviet Republic of Armenta. This was rejected by Moscow, however, which is the cause for the latest labour unrest.

An indication of the exte of the work stoppages in Nagorno-Karabakh was given by the newspaper Komsomol-skaya Pravda, which said only to workers out of 1,500 came to work at a shoe factory last Monday. The director of the plant called the mass absence-ism "sahotage." 120 workers out of 1,500 car

Genscher call on chemical arms

THE RECENT poison gas attack on a Kurdish town in the Iraniraq war, which led to heavy loss of life, underlined the urgent need to han chemical weapons worldwide, Mr Hans-Dietrich Genecher, the West Genecher, the Bonn Government, voiced anxieties that chemical

figures in the Bonn Government, voiced anxieties that chemical

arms talks could be overshad-owed by US-Soviet efforts to

clinch an early accord on halving

arsenals of strategic nuclear

FOREKEN ministers of the Warsaw Pact yesterday ended a
two-day meeting in Sofia with an
appeal for a treaty to reduce strategic nuclear missiles and an
unexpected call for new talks on
restricting tactical weapons in
Europe.

The meeting, which covered a
wide range of military issues,
implied that preparations for a
treaty halving strategic nuclear
missiles, could be concluded and
be ready for signing when President Ronald Reagan and Mr Mikhail Gorbachev meet in Moscow

at the end of May.

The treaty on medium- and
shorter-range nuclear missiles is
substructant must be
each and every state of
the Warsaw Pact dropped its
insistence that tactical nuclear
weapons should be included in
these talks. "Separate negotiations on reducing couventional weapons from the Atlantic to the
Urals.

Yesterday, in a surprise move,
the Warsaw Pact dropped its
maisteries that tactical nuclear
weapons in Europe should be included in
these talks. "Separate negotiations on reducing couventional weapons from the Atlantic to the
Urals.

Yesterday, in a surprise move,
the Warsaw Pact dropped its
maisteries of
the Pact statement.

The appeal, addressed to Nato
and all the participating states of
the Early and
the ready for a treaty to reduce strategic nuclear missiles is
and the recent
the Warsaw Pact dropped its
measurement.

The appeal, addressed to Nato
the Early and
the Warsaw Pact dropped its
measurement.

The meeting, with the end of May.

The treaty on mediumthe force of Security and
the Early and
the Warsaw Pact dropped its
measurement.

The meeting in All efforts of
the Warsaw Pact dropped its
measur

Mr Genscher also said he

thought the next US Administra-tion would stick to an under-standing that US chemical weap-ons would be removed from West

German territory by 1992. This

Pact restated its earlier position that the new talks should include naval and air forces, which the The foreign ministers also called for a ban on nuclear testing and a new convention prohib-

The appeal also dealt with the new negotiations of confidence and security building measures which have been agreed in princi-

ple at the Vienna follow-up meeting of the CSCE. The Warsaw

iting the use of chemical weap cally every French political ons which they said, should be office, but unlike Mr François drawn up in 1988.



Genscher: anxieties

made sufficient progress on a chemical weapons ban with the Soviet Union.

President Ronald Reagan and promise was made in an Mr Mikhail Gorbachev had exchange of letters between Mr pledged more than two years ago Reagan and Chancellor Helmut their intention to eliminate Kohl, but because it does not eign Office yesterds has grown larger, not smaller," pointed out Since then, the danger of status of a treaty, some the UK Government of the pointed out Since then, the danger of that it does not hind the future call weapons have the solutely necessary a speedy the Soviet Union had accepted Iraq's ambassador to Loneign Office yesterday to be told of the UK Government's "gravest concern" over reports that che

# Boeing in bid for Iceland air defence deal

BOEING, the US aerospace alliance in mid-1969, will be fac Thomson CSF, the publicly received approval for a technologroup, has formed a joint venture—first in a new generation of com—quoted defence electronics subwith Thomson CSF of France and mand, control and communics—adjust of the UK to bid for the tion (3C) systems linking the supply of a Nato air defence systems in Indiance in the installation of 3C air defence for France's Rafale fighter airtem for Iceland.

BOEING, the US aerospace alliance in mid-1969, will be fac Thomson CSF, the publicly received approval for a technology that is a specific defence of the UK of the US over trolled Thomson group, has led the development of a new radar the installation of 3C air defence for France's Rafale fighter airtem for Iceland.

Genscher, the West German For-eign Minister, said yesterday.

Speaking at a press lunch, he indirectly took the US Administration to task for not having

made sufficient progress on a chemical weapons ban with the Soviet Union.

Boeing, besides building the including Brazil and Indonesia.

The Iceland Air Defence Sys Awars early warning aircraft, is tem contract, which is expected to be awarded by the US Air opment of Saudi Arabia's "Peace important breakthrough in US Improved UK Strategic Air Force on behalf of the Atlantic Shield" air defence system, while defence co-operation when it Defence Ground Environment.

cally unemployed by ending gen-erous jobless benefits sooner and

encourage employment among young people, But both proposals seemed headed for a veto.

Welfare benefits for young peo-

ple were also to be pared to pro-vide more incentives to work.

That, too, also appeared likely to

right. Once distrusted by the hard-line Gaullists, by the end he had no political enemies left. "It is not the weathercock which turns, it is the wind," he liked to remark. Mr Faure held his first government portfolio at the finance ministry, where he was to return

days in 1952. He returned in 1955, and in nearly a year in office laid much of the groundwork for the decolonisation of Morocco. Alone among the Fourth

Republic's prime ministers, he returned to hold government portfolios under the Fifth Republic. Under General Charles de substituting lower welfare benefits. It also wanted to extend the minimum wage for youth to lowing the student riots of 1968, encourage employment among young people, But both proposals

The decidedly left-wing enducational reform bill he pushed through parliament earned him the resentment of the dishard Gaullists, and on de Gaulle's withdrawal in 1969, he was pushed out by the incoming President Georges Pompidou. Pompidou too, however, was to call on

## Yugoslavia-IMF talks progress By Aleksandar Lebi in Belgrade

Although details of discussions are not known, it appears that the standby arrangement will be for a shorter period than Yugoslavia had sought — \$400m-\$500m over 12 or 18 months instead of three years. The conditions include a substantial nclude a substantial reduction in nflation, cuts in budgetary expenditure and tight wage con-

# FINANCIAL TIMES

Published by the Fluszeial Times (Europe) Ltd., Frankfart Brancis, represented by E. Hispo, Frankfart/Main, and, as members of the Beard of Directors, F. Barlow, E.A.F. McCless, G.T.S. Dumer, M.C. Gozzan, D.E.P. Palmer, Louden, Printer Frankfarter Societzets-Drucckerel-GmbH, Frankfarty/Main. Responsible editor: G.D. Owen, Pluncial Times, Bracken House, Cumen Street, Louden ECGP 489, 6 The Financial Times Ltd, 1988.

FINANCIAL TIMES, USPS No. 198640, published daily except Samelays and holidays. US subscription rains \$365.00 per amount. Secund-class postage and at New York NY and at additional mailing offices. POSTIMASTER, send subtress change for FINANCIAL TIMES, 44 East 60th Street, Naw York, NY 10822.

# Lubbers heads for victory over Dutch spending cuts

THE DUTCH Parliament has been locked for the past three days in intensive debate over whether to shrink further the country's generous welfare sys-

Mr Rund Lubbers, the Prime Minister, appeared to have won the anxiously awaited battle to cut more than Fl 3bn (£867m) in government spending and F1 9.5bn in personal and corporate

concessions on tax cuts, youth wages, jobless and child benefits seemed a small price to pay for wages, jobless and child benefits

The Dutch spend more on well would be reduced from 42 per
support from potentially rebellious Christian Democrats. They
suffer higher unemployment will no longer have to pay prendthan most countries in the Euro
cent. Corporate income targes
would be reduced from 42 per
surfer higher taxes, finance a cent to 35 or 36 per cent for profsurfer higher unemployment will no longer have to pay prendthan most countries in the Euro
cent. Corporate income taxes
cent. Corporate income taxes
would be reduced from 42 per
surfer higher taxes, finance a cent to 35 or 36 per cent for profsurfer higher unemployment will no longer have to pay prendthan most countries in the Euro-

The economic and social year by trimming welfare benereforms are designed to take the
Christian Democrat-Liberal centranslate position to the major translate position to the major transl

Christian Democrat-Liberal centre-right coalition to the end of its term, in 1990, and to prepare the Netherlands for the single European market of 1992.

The Medical Market Selection of the single income would be lowered across the hourd, bringing down the top rate from 72 per cent to 60 per cent. Corporate income taxes

radical Fi 12.5km reform package pean Community. But that must would be shifted to the state.

because it was castigated as change if the Netherlands is to Whether the package will help favouring the rich at the expense compete in a barrier-free Europe, of the poor.

Mr Lubbers warns.

would be shifted to the state.

Whether the package will help solve the country's economic problems, however, is questionof the poor.

Mr Lubbers warns.

Mr Lubbers appeared set to add age points to 5.25 per cent of 1980s, and picking up only modingetus to his drive to rein in the national income by appropriate the lowest pace since the early necessary welfare extra cut the a fine better the property of the country's extending the country's extending the country's extending problems, however, is question.

Mr Lubbers warns.

Mr Lubbers appeared set to add age points to 5.25 per cent of 1980s, and picking up only moding the country's extending the countr

impetus to his drive to rein in the namonal minome by 1850 the rampant welfare state, cut the a fresh batch of austerity measuring budget deficit, and trim sures. More than Fl 35n would be below 14 per cent in five years, and will probably rise over the next two years. A rapidly ageing population means soaring health care costs, while the working population, which foots the hill, shrinks.

When the package was unveiled earlier this month, Mr Lubbers cautioned that the welfare state must be modernised in issues still come before line with these demographic high-flown talk of a single market, and Mr Lubbers must live trends.

The Government had sought to with that.

## After the emergency debate, don too, however, was to call on for which MPs sacrificed part of his services in 1972 as minister their Easter holidays, important for social affairs. questions remain over the Netherlands' fitness for the 1990s and beyond. Bread-and-butter

THE HEAD of the International Monetary Fund team negotiating a new standby arrangement with Yugoslavia left Belgrade yesterday after 10 days' talks, with most difficulties reportedly set-

Judy Dempsey on a minority community - today 80,000 strong - which remains deeply uncertain about its identity

# The tragedy of the Jewish legacy still haunts Hungary

At a time when Austria is slowly but painfully trying to come to terms with the past, in particular with 1938 which witnessed the destruction of the country's Jewish community, neighbouring Rungary has still openly to confront the tragic legacy of 1944. Few Hungarians want to remember

March 19 1944, the day the German army marched into Hungary. Over 600,000 Jews were living in Hungary at that time. Even though successive Hungarian governments, partly for nationalist reasons as well as pressure from Hitler, had already passed several anti-Jewish laws, the Jews remained there. "We felt complete the several anti-Jewish laws, the Jews remained there." Jews remained there. We felt our-selves to be Hungarian first and Jewish second," one survivor said.

The deportations started on March 29 and within two mouths, a half a million Hungarian Jews were trans-ported to Auschwitz. Today, around 80,000 Jews live in Hungary but they remain deeply uncertain about their identity.

Those Jews who survived, in particular the younger generation, coped by simply not discussing the holocaust. They remained silent. Many parents refused to tell their children what had happened and why. The veil of silence is being slowly lifted 45 years later. Our children are asking questions

about their Jewish past," said one Hungarian writer. "What can we tell them? Where do we begin?"

Jews and Germans started coming in their thousands to Hungary in the nineteenth century on condition they adopted the Hungarian language, customs and traditions. Many Jews had little difficulty in quickly assimilating. Between 1867 and 1918, "the golden era" for Hungarian Jews, they gennerally the start of Hungarian Jews, they gennerally the start of Hungarian Jews, they gennerally the start of the era" for Hungarian Jews, they genu-inely regarded themselves as an integral part of the Hungarian nation. Like the Jews in Vienna, many par-

ticipated in the cultural and econom life of the country. But like Austria too, the carve-up of the Hapsburg empire in 1918, which reduced Hungary's territories by two-thirds, left a bitterness in the country which was channelled into anti-semitism and Again, parallel with Austria's weak

democratic traditions and fascist movements in the 1930s, Hungary's own fascist Arrow-Cross party, cou-pled with indecisive and weak governments, facilitated the explosion of a myth onto which Hungarian Jews clung the myth of assimilation. We felt we were Hungarians but when it came to the crunch, it was the

Hungarians themselves who put us

deportation trains. They did not per-ceive us as Hungarians. That is why we have remained silent for so long. The myth has been destroyed. Where can we go? We can't return to our Jewish roots. We remain Hungarianseven if others think otherwise," one old Hungarian acquaintance argued. After the Communist takeover in 1948, the fate of the Hungarian Jews was never officially discussed. It

would have meant confronting the question of moral responsibility as well as the role of Hungarians in the depor-

In the 1970s, however, several writers started addressing 1944. One of them was Ms Maria Ember, a survivor of the deportation. In her novel, "Hair-pin Bend" she wrote: "What is discussed here is not only the fate of Jews but also Hungarian history. If we are trying to comprehend the horrors of 1944, then it is impossible to avoid the examination of Jewish fortunes

and Hungarian history together". But official histories of this period remain silent. They have yet to "fill in the blank spots" concerning the relationship between Hungarians and Jews in and after 1944. The Hungarian authorities, however, made some attempt by finally publishing in 1984 a book called "The Jewish Question in Hungary after 1944" — a seminal work on anti-semi-tism by Mr Istvan Bibo, one of Hun-gary's greatest thinkers. He died, unrehabilitated, in 1979. His book received few official reviews. Never-theless it was a continue signal for theless, it was a cautious signal for other writers to openly discuss the

But official ambiguity towards the past prevails. When, in 1985, the editors of Medvetanc, a remarkably intellectually lively journal, devoted an entire issue to Jewish identity in Hungary since the war the authorities. gary since the war, the authorities responded by suspending publication.

They don't know how to confront the past yet," says one Hungarian writer. "They are unsure. They, too, prefer slience." Yet in other matters, the Hungarian authorities are trying to preserve the outward signs of Hun-

garian Jewry.

Hungary is the only country in eastern Europe and the Soviet Union rhich has a rabbinical seminary, A fortnight ago, it upgraded it's relations with Israel by opening an "interests" office in Tel Aviv while the Israelis opened an office in Budapest. There are plans to renovate the synagogue in Budapest and last year a centre for

university. But do these developments provide a substitute for silence in the The Jewish community is divided on

this issue. Mr Andras Kovacs who has written extensively on the subject and who one of the contributors to Medvetanc, recently wrote that "Hungarian Jews do not want to develop a sepa-rate articulated self-consciousness...Most Jews sought relief from the burden of the Jewish question by

The official leadership of the Jewish community is equally uncertain about discussing the past and how it would affect relations between the official Hungarian jewish community and Hungarians. Mr Andras Losonci, presiian Jews recently told Mr Karoly Grosz, the Prime Minister, his fears about the "present increase in anti-semitism."

"It is our age old dilemma. If we stand out, not in a religious sense, but if we are involved in the arts or in the economy, we are often identified as being 'different' and therefore not percaived as being fully 'Hungarien,' When we thought we were assimi-lated, 1944 showed how 'different'

ian economist argued. Hungarian writers themselves are divided on the historic and contemporary relationship between Hungarians and Hungarian Jews. The province-based "populist" school of writers, who are nationalist

school of writers, who are nationalist in outlook and are increasingly preoc-cupied with the future of the Hungar-tan language, particularly the fate of those Hungarians living beyond Hun-gary's borders who are denied their cultural and ethnic rights, harbour-anticomitie centiments. These are frequently directed towards the "urbanist" writers who

are based in Budapest and who, traditionally, are more westward-looking and liberal-minded. This division within the Hungarian literary establishment goes back to the 1930s when questions were then raised about the "purity" of the Hungarian language and if it was being diluted by the

These questions are now coming to the surface again. But this time, Hungarian Jews have no illusions. Silently, they will continue to regard themselves as Hungarians. Few, however, can expect deep understanding from the dominant culture.

im anc

aliatio.

# Baker points to debt conversion as way forward

nis waggit beams dear conver-sion packages of the type launched last month by Mexico, despite the limited success of this issue, and clarified the reasons for his own flerce opposition to schemes involving outright debt

forgiveness.

He said that the Mexican offer, which allowed banks to convert discounted existing claims for long bonds secured against US forment zero-coupon bonds, showed that many banks were interested in such market-driven

"However, they will only enter-tain them at rates well above the thin secondary market values for such debt," he added. "We expect further development of these kind of market debt conversion

aure: thi

remier

options."
Claiming that the existing programme of market-directed poliries in the debtor countries and market-driven solutions to debt restructuring were achieving notable progress, he denounced any radical alternative.

"We should not be misled by the promise of 'global solutions' of one sort or another," he said.
"To be direct, I believe that
this path leads both debtors and creditors off the cliff. It would irreparably politicise the debt problem, distracting both from the difficult but fundamental economic adjustment tasks. It would

MR JAMES BAKER, the US Treasury Secretary, yesterday threw his weight behind debt conversition on commercial loans to taxpayers in the creditor countries. I

Mr Baker was addressing the Senate Appropriation Committee in support of the US Budget pro vision to provide its share of the general capital increase for the World Bank and the eighth

World Bank and the eighth replenishment of the International Development Agency.

He asked for an appropriation of \$1.3bn for the multilateral development banks (MDBs) as a group. This would meet this year's scheduled instalments in full, but would not provide anything to meet past US funding shortfalls. These shortfalls would be addressed in the 1990 Budget.

Surreving the work of these

provided inten support in areas of strategic importance to the US, including a number of countries that did not at present receive any bilateral US assistance.

On the progress of the existing programme of debt rescheduling and policy-related MDB lending, he claimed that the main debtors had improved their growth rates. had improved their growth rates, drastically improved their debtservice-to-export ratios and had succeeded in attracting a renewed inflow of private capita

## Venezuelan US order economy grows 1.7%

By Joseph Mann in Caracas

THE VENEZUELAN economy grew by 1.7 per cent last year, compared with increases of 6.8 per cent in 1986 and 1.3 per cent in 1985, according to revised figures on gross domestic product (GDP) released by the Central

Bank.

Even though petroleum exports rose sharply last year to \$9.1bn, compared with \$7.2bn in 1986, overall economic activity slowed down in 1987. This was mainly due to a major devaluation of the Venezuelan currency of the end of 1998, and to a lack. at the end of 1986, and to a lack of private sector confidence in

Inflation last year reached 40.3 per cent, the highest level in recent history. The Government increase to between 15 and 20 per cent this year. Businessmen generally expect very modest growth in 1988, a year when the presiden tial campaign dominates Venezuela's national scene.

## **World Bank loan**

The World Bank has approved a \$400m quick disbursing loan to assist banking sector reform in Argentina, Reuter reports from Washington.

"The main objectives of the programme are to increase deposit mobilisation and confidence in the banking system, improve credit allocation, and reduce the cost of credit," the

**Argentine bombing** Four people, including two

police officers, have been injured in a wave of bomb attacks at cinemas in Buenos Aires, Our ent writes.

Although there was little indi-cation of who was responsible, suspicion focused on dissident military officers or their civilian

Surveying the work of these institutions, he stressed that they provided much support in areas

and especially of previous flight capital, to finance their econo-mies.

# books up in February

NEW US ORDERS for manuall-time peak in December. But order books increased for the 12th successive month to reach \$412.3bn. This is equivalent to

ber, orders in the first two months of 1988 have been 10.7 per cent higher than in the same months in 1987, and order books are now 11.4 per

in February, but the 0.5 per cent increase was the smallest since September. The ratio of inventories to shipment was ost exactly the same as it was a year ago, providing fur-ther confirmation that fears of wdown enforced by overstocking have been greatly overstated. The inventory problems appear to be concentrated in imported goods, and in distributors' stocks of cloth-

ing.

The growth of output and orders in recent months has been almost entirely in the durable goods sector. Orders and shipments for non-dura-bles show little change, and February shipments were close to the average for the last five months at \$97.9bn.

## Volcker appointment

Mr Paul Volcker, former US mr Paul Volcker, former US
Federal Reserve Board chairman, and David Elihott, president of MBIA Corporation,
have been elected directors of
MBIA, AP-DJ reports from
New York, Mr Volcker will also serve as a consultant.

MBIA is the holding company of Muncipal Bonds Investors Assurance, a leading insurer of municipal bonds.

Mr Volcker is chairman of James Wolfensohn, a New York investment banking firm.

# Surinam and Netherlands reconciliation hopes rise

BY CANUTE JAMES

ments to repair relations which military Government. The forbecame strained last year after eign minister will be seeking the Netherlands withdrew its assurances from President Ramambassador to its former colony sewak Shankar that alleged following charges by the military human rights violations will end. Government that the envoy was assisting anti-Government rebels. The military administration economy of the nation of 400,000

The aid is part of a \$ 1.5bm Netherlands in 1975. The Dutch down by rebel attacks.

SURINAMESE Government office Government earlier said a cials expect the Netherlands to resumption of the aid will depend resume aid of about \$100m a year on a report from Mr van den following a visit there this week Broek following his visit this

by Mr Hans van den Broek, the Dutch Foreign Minister.

Mr van den Broek's visit completes efforts by both govern-ration of human rights under the

has since been replaced by an people located in north east elected civilian government. The South America. The economy Netherlands had earlier was badly damaged by an 18-suspended aid of \$100m per year after the army murdered 15 Government opponents in 1982.

The aid is next of a \$ 1.55m

The beyoit e mining and also the south of the next of a \$ 1.55m

The beyoit e mining and also the south of the nation of another than the secondary of the nation of another than the nation of the nat

The bauxite mining and alupackage over 15 years, and which minium smelting operations, on was promised when Suriname which the economy is 80 per cent became independent of the dependent, were temporarily shut EFFORTS TO REVIVE THE FINANCIAL SYSTEM HAVE BEEN MET WITH SCEPTICISM

# Panama attempts to re-open banks

THE PANAMANIAN Govern- sale withdrawal of deposits that

Panama are being instructed to any can be withdrawn.

Tenew chaque clearing operations for many of the foreign banks, as of today on cheques that have been issued since the banks were closed on March 3.

Foreign bankers in Panama

"until funds are unfrozen in the of one European bank.
United States." No explicit threats have been
To prevent a renewed whole- made against banks that might

THE PANAMANIAN Government is to attempt a reopening of triggered the banks' closure at implicit threat that Govern
the country's paralysed financial the beginning of the month, only
system today under a series of 25 per cent of the current account
restrictions to prevent a renewed balances existing on March 3 can Noticea, the head of the be withdrawn during the next 90

ran on bank deposits.

However, some foreign bankers days, up to a maximum of are sceptical of the success of \$10,000.

Only 5 per cent of deposit and savings accounts may be with-drawn in the same period, up to a maximum \$50, whilst all time and local banks that operate in a further three months before

Any outstanding balances yesterday expressed scepticism between the banks have to be that a reopening of the financial settled by April 6. The National system is leasible under the pres-Bank of Panama however will ent conditions. "There has to be settle any outstanding balances it cash in the system to support it has with creditors in cheques and that does not seem to exist at rather than in US dollars cash the moment," said the manager

His speech was made to a gathering of political parties from across Latin America and the Caribbean in which he appealed for Latin American solidarity

try's 16,000 strong defence forces, whose resignation is being to be in the US-controlled Pandamanded by the US Government and a growing opposition movement in Panama, made a defiant speech in the capital on Tuesday night saying "this is not a problem of just one man. It is a problem of just one man. It is a problem of Latin American dignity. It is a hattle over the last vestiges of colonialism on the continent," our patience has limits" following the arrest and beating of several US our patience has limits in Panama on Monday we first. He added "we are certainly wight. He added "we are certainly wight." night. He added "we are certainly disposed to examine all the ener-getic options available, but our policy continues to be the same and our intention is not to use

Meanwhile, Mr Eric Delvalle,

General Manuel Antonio the recently-deposed Panamanian Norlega, the head of the country's 16,000 strong defence forces, hiding — although he is thought whose resignation is being to be in the US-controlled Panamanian to be in the use of the country to be in the use of the use of the country to be in the use of the

action on deficit

After a two-hour meeting with his economic ministers this week

PRESIDENT JOSE SARNEY has ident to act aggressively to bring once again shied away from taking decisive policy decisions to cent of gross domestic product avert impending recession and this year, half the deficit now being forecast for 1988. Mr

Nobrega wants immediate action on the public sector wages. to discuss emergency spending cuts, Mr Sarney agreed to adopt a few painless measures that are milkely to affect the Government of the covernment of the cov

ment's deficit.

diately. Mr Sarney yesterday

Mr Mailson Nobrega, the
Finance Minister, wants the Prestime in one month. Special aid for Contras

Sarney avoids harsh

across Latin America and the Caribbean in which he appealed for Latin American solidarity with Panama.

General Noriega argues that the US naval base of the US pressure against him is aimed at eventually renegotiating the 1979 Torrijos-Carter treaty which will hand over contraction is not to use US HOUSE leaders agreed yester and our intention is not to use of MUS assault carrier, USS Oking on new humanitarian aid for appealed and our intention is not to use of Contract and our intention is not to use of MUS assault carrier, USS Oking on new humanitarian aid for appealed and our intention is not to use of Contract and our intention is not to use of MUS assault carrier, USS Oking on new humanitarian aid for appealed appealed and our intention is not to use of Contract and our intention is not to use of MUS HOUSE leaders agreed yester and our intention is not to use of MUS assault carrier, USS Oking on new humanitarian aid for appealed appealed and our intention is not to use of Contract and our intention is not to use of MUS HOUSE leaders agreed yester and our intention is not to use of Contract and package which would give speedy vote on any future military aid if the Nicaraguan government broke its ceasefire.

The US Government has claimed the ship's arrival is "routing the 1979 Torrijos-Carter that the ship's arrival is "routing the 1979 Torrijos-Carter that the ship's arrival is "routing the 1979 Torrijos-Carter that the ship's arrival is "routing the 1979 Torrijos-Carter that the ship's arrival is "routing the 1979 Torrijos-Carter that the ship's arrival is "routing the 1979 Torrijos-Carter that the ship's arrival is "routing the 1979 Torrijos-Carter that the ship's arrival is "routing the 1979 Torrijos-Carter that the ship's arrival is "routing the 1979 Torrijos-Carter that the ship's arrival is "routing the 1979 Torrijos-Carter that the ship's arrival is "routing the 1979 Torrijos-Carter that the ship's arrival is "routing the 1979 Torrijos-Carter that the ship that the ship that the ship that the ship th



# .you need Pitney Bowes fax.

And a bright new feather in your business cap with a Pitney Bowes facsimile machine. It's the only way to avoid communication errors and increase your business' competitive

Our fax sends, or receives, anything on paper...from anywhere...to anywhere...over ordinary telephone lines. Exchange of information is fast, accurate, dependable, and affordable.

in seconds you see the documents. graphics, handwritten notes, blueprints or typewritten pages necessary to make the

decisions that are right for your business. And you'll never get caught with egg on your face!

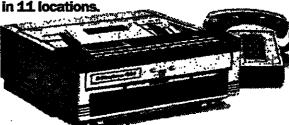
We're first in fax — here's why:

-- Superior products mean clear, clean reproductions, sent and received in seconds. - Innovative financial alternatives, including rental and leasing.

 A direct sales force trained to analyse needs and recommend solutions.

- Over 50% of all calls to our National Diagnostic Centre are resolved over the telephone.

 Nationwide service from trained engineers in 11 locations



For more information, call or write to: Rita Burroughs, Pitney Bowes Facsimile, Elizabeth Way, The Pinnacles, Harlow, Essex CM19 5YF. Tel: 0279 26731.



THINK OF US FIRST IN FAX

# Israelis and allies in Lebanon attack

ISRAELI troops and their militial allies invaded the southern Lebanese village of Kfar Roummane on Wednesday after pounding it with artillery and setting houses

ablaze, Reuter reports. Eleven people, including two women, were killed in fierce street battles between the attacking force and fighters of the pro-Iranian Hizbollah (Party of God)

from their shell-pocked houses.

Shocked residents emerged wounded in the fighting rom their shell-pocked houses. The SLA sources said Moslem several of which were still on gunners later fired more than 50 fire, after the attackers withdrew shells into the Christian town of

Some screamed for help in panic. Others packed belongings ready to flee In Tel Aviv. security sources denied that Israeli troops were

involved but said SLA militiamen searched Kfar Roummane for gunmen who had fired at nearby SLA posts. SLA officials in Marjeyoun

inside the security zone, set up and the Shia Moslem Amai mili- by Israel in 1985 to protect its tia, hospital and security sources northern borders from guerrilla said.

The force of 150 South Lebanon part in the operation. Israeli gun-Army militiamen, accompanied ners covered the advance by by Israeli officers and backed by shelling Kfar Roummane and tanks and armoured vehicles, surrounding villages from Ibl al-occupied parts of the village for Saqi village inside the zone, they seven hours before pulling out.

to Israel's self-declared south Jezzine, wounding two civilians Lebenon security zone two miles and an SLA man. Jezzine, outside the zone, is held by the SLA.

## Israel court refuses to let **Press into West Bank**

ISRAEL'S Supreme Court "We see it as a clear signal to the rejected a petition of the Foreign authorities that if they have in Press Association (FPA) yestermind extending the closure day to open the occupied West beyond the three-day period, they Bank and Gaza Strip immediately should give it some considerable for news coverage, Renter additional thought." orts from Jerusalen

But it ordered the Government to explain within 30 days why eral Dan Shomron said on Mon-larged should deny the media full. extended if needed to avert ries free access to the areas beyond beyond vesterday's Land Day an unprecedented three-day clo-sure in effect until Friday morn-ing for a key Arab protest day.

Mr Michael Elkins, vice chairman of the FPA, which groups closure, appealed to the Supreme journalists working here for foreign news organisations, said: of escorted travel.

Army Chief Lieutenant-General Dan Shomron said on Monextended if needed to avert riots beyond yesterday's Land Day anniversary of the 1976 killing of rating Arabs.

The FPA protested against the

## China and Saudi Arabia 'to develop closer ties'

CHINA and Saudi Arabia are to invest \$25m in an Islamic culdeveloping closer commercial ture centre and restaurant in the and political links with a view to city. eventual establishment of diplomatic relations, Islamic and Asian diplomats said yesterday, Reuter reports from Peking. They were commenting on China's public disclosure that it

has supplied Saudi Arabia with ballistic missiles and that the two are setting up a joint venture in

Saudi Arabia recognises the Nationalist regime in Taiwan as the legitimate government of China. It is the only major Arab nation not to have established tiplomatic ties with Peking.

But an official Chinese newspa-

per reported on Tuesday that unnamed members of the Saudi two years ago to negotiate the royal family would soon visit purchase of Chinese medium-Peking in connection with plans range missiles.

The China Daily indicated that this was the first joint venture between Saudi Arabia and China. But Islamic diplomats said that Riyadh had already put money into several "secret" projects in China, including chemical pro-

publicised a visit by a member of the Saudi royal family, it was possible secret missions had taken place.

The Washington Post said on Tuesday that Riyadh's ambassa-dor to Washington, Prince Bandar bin Sultan, visited China

## FAO calls locust meeting

THE Food and Agriculture in 30 years. Since the beginning party's charman, narrowly Organisation is convening an of the emergency four weeks ago escaped capture in a separate emergency meeting in Rome on an estimated \$30m has been raid, the military said.

April 6 and 7 as an invasion of spent in fighting the plague.

The worst hit country during immediately welcomed the military said. Food and Agriculture locusts across North Africa

Tunisia, Algeria, Morocco, Libya and Mauritania, which already been affected are to attend together with others that could blighted - such as Egypt, Sudan, Saudi Arabia. Mali and Niger – and all aid donors. It is the worst plague of locusts

spreads over an ever-wider area. the past week has been Tunisia tary's actions and said that the where the locusts have reached Philippine Government was now Tunisia, Algeria, Morocco, as far north as the coastal resort winning the 19-year war against

duction and food processing.

They added that although this was the first time that China had

wing, the New People's Army, was among top leaders of the banned guerrilla movement cap-tured on Tuesday, a government Mr Romulo Kintanar had ini-tially given a false name when he was captured with the former secretary general of the party and another Central Committee member in an army raid in sub-

> The raid has removed at least a third of the Communist Party's top policy making executive com-mittee. Mr Benito Tiamzon, the

as far north as the coestal resort of Sousse. Yesterday they descended on Monastir just south of Sousse. The Tunisians managed to avoid damage to the extensive olive groves around Sfax, south of Monastir by burning old car tyres. whiming the 19-year war against the communist insurgents. The raid seems to confirm the presence of one or more high-level informers who know the whereabouts of safe houses in Manila, and it will restrict the rebels' ability to communicate.

NOTICE OF REDEMPTION

To the Holders of

## ENTE NAZIONALE IDROCARBURI

E.N.L

(National Hydrocarbons Author: v)

6%% Sinking Fund Debentures due Novez er 1, 1988

NOTICE IS HEREBY GIVEN that, pursuant to the provisions of the Sinking Fund for the Debentures of the above-described issue, Morgan Guaranty Trust Company of New York, as Fiscal Agent, has selected by lot for redemption on May 1, 1988 at the principal amount thereof \$500,000 principal amount of said Debentures, as follows:

Outstanding Debentures of U.S. \$1,000 Each of Prefix "M" Bearing Serial Numbers Eading in the Following Two Digita:

52 55 56 Also Debentures of U.S. \$1,000 Each of Prefix "M" Bearing the Following Serial Number

On May 1. 1988, there will become and be due and payable upon each Debenture the principal amount thereof, in such coin or currency of the United States of America as on said date is legal tender for the payment therein of public and private debts, at the option of the holder, either (a) at the corporate trust office of Morgan Guaranty Trust Company of New York, 30 West Broadway, New York, N.Y. 1001S, or (b) subject to any laws and regulations applicable thereto with respect to the payment, currency of payment or otherwise in the country of any of the following offices, at the principal office of Banca Nazionale del Lavoro in Rome or the principal office of Banca Commerciale Italiana in Milan or the main offices of Morgan Guaranty Trust Company of New York in London, Brussels, Paris or Frankfurt or the main office of Algemene Bank Nederland N.V. in Amsterdam or the main office of Kredietbank S.A. Luxembourgenise in Luxembourgenise in

Debentures surrendered for redemption should have attached all unmatured coupons appurtenant thereto. Coupons due May 1, 1988 should be detached and collected in the usual manner. From and after May 1, 1988 interest shall cease to accrue on the Debentures herein designated

ENTE NAZIONALE IDROCARBURI By: MORGAN GUARANTY TRUST COMPANY OF NEW YORK, Fiscal Agent

March 31, 1988

Any payment made within the United States or transferred to an account maintained by a non-U.S. payee with a bank in the United States may be subject to reporting to the United States Internal Revenue Service (IRS) and to backup withholding at a rate of 20% if payees not recognized as exempt recipients fail to provide the paying agent with an executed IRS Form W-8 certifying under penalties of perjury that the payee is not a United States person. Payments made within the United States to non-exempt U.S. payees are reportable to the IRS and those U.S. payees are required to provide to the paying agent an executed IRS Form W-9 certifying under penalties of perjury the payee's taxpayer identification number (employer identification number or social security number, as appropriate) to avoid 20% withholding of the payment. Failure to provide a correct taxpayer identification number may also subject a U.S. payee to a penalty of \$50.

# Anthony Robinson looks back on a disastrous month for the government in Pretoria

# The conservative tide rises in South Africa

utive by-election trouncing for the ruling National Party (NP) by the white-supremacist Conservative Party (CP) was the last, but not unexpected disaster, in what has been a bleak month for the South African government. Confirmation of a still rising conservative tide makes it even more imperative for President

Botha to reach an agreement with the coloured (mixed race) Labour Party and postpone gen eral elections from 1989 to 1982. The last month has shown that extra-parliamentary black oppositie government has paid a high tion groups, the arrest or water-price both at home and abroad cannoning of priests and threads

A bomb exploded near the South African embassy yesterday, a day after the killing of the Paris representative of the African National Congress, Reuter reports from Paris. The device, hidden in a plastic bag, went off early in the morning less than 100 metres yards from the heavily-guarded embassy in Paris's Left Bank

for policies which have made it against church leaders, the conappear, in words once used by Mr Pietro Nenni. the veteron Part

quarter, shattering windows and damaging a car. Police said no one was injured. Police investigating Tuesday's mur-der of Dukie September, the ANC representative, said it bore the hallmark of a professional assassin. In Marseilles attackers in two cars sprayed the South African consulate with buckshot on Tuesday

Pietro Nenni, the veteran Italian law run its course in the case of unable to do more than slap the socialist, a government "strong the Sharpeville Six and President wrists of the uniformed neo-Nazi with the weak, and weak with P.W.Botha's personal interven- Afrikaner Weerstandsbweging On the very eve of the election der trial involving South African the security forces were sent into soldiers, all painted the picture of Botswana in a raid which under- a ruthless government indifferent that the picture of against incitement to racial tem.

At Randfontein this week over ance of payments restraints made or a Conservative Party which to per cent of voters opted for the worse by sanctions and disinvest the under- a ruthless government indifferent or a Conservative Party which to per cent of voters opted for the worse by sanctions and disinvest the under- a ruthless government indifferent or a Conservative Party which to per cent of voters opted for the worse by sanctions and disinvest the under- a ruthless government indifferent or a Conservative Party which to provide the picture of payments restraints made to per cent of voters opted for the worse by sanctions and disinvest the under- a ruthless government indifferent or a Conservative Party which the picture of payments restraints made to per cent of voters opted for the worse by sanctions and disinvest the under- a ruthless government indifferent or a Conservative Party which the picture of payments restraints made to per cent of voters opted for the worse by sanctions and disinvest the under- a ruthless government indifferent or a conservative Party which the first-past-the-post voting systems.

Meanwhile the same government has appeared unwilling or the May 1987 elections.

No less than 43 per cent voted Afrikaner Weerstandsbweging State, even though they won no (AWB) and clearly has no intenseats thanks to the vagaries of

voters of Standerton and Schweizer-Reneke earlier this month, nor on the 30 per cent English speaking, largely work-ing and lower middle-class, urban constituency of Randfontein. The conservative, anti-government tide is running strong, and it is The full extent of the split in

Afrikanerdom caused by the NP's policy of "reformism" is now becoming clear. Only 15 MPs white voters supported the CP or even further rightwing HNP in

for the right in the Orange Free

tactics which won worried cism and careless of the consentration. Before this the ban on 17 another powerful shot in the arm kid-gloves appeared to have had unider, polled 8,437 votes, over friend.

400 more than his late father, while the NP, which polled 6,287 votes in May, dropped to 4,726. The 22 seats won by the CP last May were all in the Transvaal On present performance they could win as many as 50 of the 176 white seats in the House of Assembly if the general election

is held next year. At that point, South African political observers believe, the NP could become vulnerable to defections from within its own ranks. Party insiders estimate that as many as a third of the government's MPs are closet Con-

servatives. Tired after 40 years in power, bereft of new ideas or any charismatic successor to the ageing President Botha, the government appears to be pinning its hopes of recovery on an economic boom

On this analysis the US congress is emerging as the CP's best

# Dumping dollars too publicly earns official displeasure in Tokyo

BY STEFAN WAGSTYL IN TOKYO boardroom. But it is seen as

IN EUROPE and the US pouring oil on the troubled waters of currency markets is left to governments. Private compaies can mostly say what they

gene Terreblanche of the 'neo-nazi' AWB

In Tokyo, this distinction is not so clear-cut. When minis-ters and central bank officials issue statements predicting peace for the US dollar and prosperity for the US economy, they do not expect to be con-tradicted — at least not in pub-

permitted, so is oblique criti-cism, especially if it comes from the the curporate plan-ning office rather than the

Rebel military

in Manila

leader captured

By Richard Gourley in Manile

THE HEAD of the Philippines Communist Party's military

pany chairmen to stand up and declare in public that the gov-ernment view is wrong, what-ever they may think and do in The authorities' ultimate aim is to discourage Japanese from selling dollars. The effect is probably to make such sales more discrete. To that limited

somewhat disloyal for com-

extent, the Japanese authori-ties can claim some success, if Tuesday's furious denial from Japanese life insurance companies that they were dumping dollars is anything to go by.

In a rare public statement, the Life Insurance Association of Japan described as totally groundless market rumours that they were busy selling dollars, or that they planned to do so in the new financial year starting tomorrow.

Mr. Tatsuo Nakada, a senior association official and manag-ing director of Asahi Mutual Life, said exchange rate stability was essential for asset management. Speculative sell-ing of dollars ran against the investment principles of life orance companies.

The Japanese authorities will have been well pleased with Mr Nakada's words especially as the dollar almost immediately recovered some of its recent fall against the yea. The life insurers' standing

will as a result have risen a notch or two in the eyes of officials at Japan's Ministry of Finance — no bad thing at a time when deregulation is constantly changing the rules gov-erning the different rival groups of companies in the Tokyo matkets.

However, Mr Nakada's com-ments revealed very little of what they were estensibly about - the life insurers' poli-cies towards the dollar. He did not touch on the underlying reason for currency traders

nies' foreign investment plans - namely the fact that the financial year which ends today will be the third in suc-cession in which Japanese insurers have posted huge exchange losses.
The authorities have long

concern about the life compa-

been doing their best to try to ensuine that Japanese commen-tators do not bad-mouth the dollar. Periodically, the Finance Ministry has issued discrete warnings to economists and traders to stop sup-plying newspapers with pithy remarks about the US cur-The central bank meanwhile

has been collecting data from Japanese banks in a bid to identify which of their clients have been rocking the boat by selling dollars. The results have unfortunately not been published. But at non-Japanese banks in Tokyo, which are excluded from the investigation, turnover is said to have

The unwritten roles say that the authorities will leave an escape hatch open as long as financial companies promise to use it only when no-one is

Feature: Japanese savings, Page 20

# Punjab suffers surge of killings

A SUDDEN escalation of violence of the timeless" in the holy for which he has recently taken

ister, problem will succeed. Mr Rode has also not agreed to Mr Gandhi released the five pass any religious orders banning Sikh high priests of the communication with six and the sought to allow the leaders of the militants to start a dialogue that it is the militants to start a dialogue that it is the militants to start a dialogue that it is the militants to start a dialogue that it is the militants to start a dialogue that it is the militants to start a dialogue that it is the militants to start a dialogue that it is the militants are that the recommendation of the start and use weapons. with other terrorist groups so and use weapons.

that ways could be found to end the violence in Punjab, which has claimed more than 400 lives since that violence would abate and January 1 1988, and about 1,000 that talks on the extremists' each year in the past three years. demands would begin soon, has The release of the high priests, not succeeded so far. This could particularly Mr Jashir Singh mean that Mr Gandhi may be Rode of the Akal Takht, the "seat forced to adopt sterner measures,

A SUDDEN escalation of violence of the timeless" in the holy for which he has recently taken in the insurgency-racked Indian Golden Temple in Amritser, has powers in parliament, a powers in parliame

The current wave of violence has certainly led to a sudden deterioration in the situation since terrorists are gunning not only for innocent Hindus but also Sikhs they believe to be police informers.

In recent operations, they have also used such sophisticated weapons as rockets and AK-47 second rifles.

# Left and right assail Fiji PM

RATU Sir Kamisese Mara, Prime day Sherlock Holmes seeking described the mission as ill-ad-Minister of Fiji, came under "the missing link" with the Brit-attack from two leading political ish royalty. The party accused and the Commonwealth had groups at home yesterday as he him of ignoring the coups objec-started the long, slow process of tive — political supremacy for towards restoring links with midigenous Fijians over Indians these were restored in Fiji, the who alightly outnumber them in mission would fail.

Fiji's long-standing links with
Britain were severed following two military coups last year and the country ceased to be a member of the Commonwealth.

was also affacked from the side of Fiji's political symmetry outnimber a population of 714,000.

Ratu Mara's visit to was also affacked from the side of Fiji's political symmetry outnimber.

ment, which supported the coup. Bavadra, who was deposed as would be willing to resume her likened Ratu Mara to a modern-

ar of the Commonwealth.

The extremist Taukei Move
The extremist Taukei Move
Party coalition of Dr Timoci

equality and justice and unless these were restored in Fiji, the mission would fail.

a population of 714,000.

Ratu Mara's visit to London pathetic reception in London. He was also attacked from the other side of Fiji's political spectrum. before it could return to the Com-monwealth and before the Queen

## Partition plan resurrected as Afghan peace option

BY OUR FOREIGN STAFF

talks on Soviet troop withdrawal from Afghanistan has prompted the Soviet-backed Kabul Governdrawal in the absence of a Nations yesterday morning.

Geneva agreement.

The talks between Afghanistan and Pakistan have been stalled since a week after they resumed convinced that an agreement was on March 2. The focus quickly switched to Washington where Mr George Shultz, the US Secretary of State, and Mr Eduard shevardnade, his Soviet country, tried but falled to resolve.

However, Mr Robert Peck, US deputy assistant secretary of state, said yesterday that he was still possible although other western diplomats said that without concessions from one or both superpowers the Geneva accord secretary of state, and Mr Eduard superpowers the Geneva accord secretary of state, and we was still possible although other western diplomats said that without superpowers the Geneva accord secretary of state, said yesterday that he was still possible although other western diplomats said that without superpowers the Geneva accord secretary of state, said yesterday that he was still possible although other western diplomats said that without superpowers the Geneva accord secretary of state, said yesterday that he was still possible although other western diplomats said that without superpowers the Geneva accord secretary of state, said yesterday that he was still possible although other western diplomats said that without superpowers the Geneva accord secretary of state, said yesterday that he was still possible although other western diplomats said that without superpowers the Geneva accord secretary of states and the superpowers that the was still possible although other western diplomats said that without superpowers the Geneva accord secretary of states and superpowers the Geneva accord secretary of states and superpowers the superpowers accordingly that the superpowers are superpowers as a superpower accordingly that the s

The talks have therefore collapsed, although they have not new province.

yet been called off formally. The Pakistani delegation had privately set a deadline of around world that the communist regime the end of March and there is in control of the situation speculation that they might not inside Afghanistan," said Mr reappear in Geneva after the Ahmad Shah, the nominated Easter break.

The Afghan delegation went to interim government.

THE COLLAPSE of the Geneva Syria last weekend to discuss the talks on Soviet troop withdrawal situation with President Hafez from Afghanistan has prompted Assad of Syria and Mr Faroux al-Sharaa, his Foreign Minister. mest to hint at the possibility of Since their return they have partition again — a possibility taken little interest in the which would become more real if Geneva talks. Neither delegation Mescow undertook a partial with-

However, Mr Robert Peck, US

terpart, tried but failed to resolve the key question of a symmetrical cut-off of Soviet military aid start to pull its 115,000 troops out to Kabul and US military aid to Afghanistan in mid-May anythe Mujahideen resistance.

Served doomed.

Moscow has indicated that if there is no agreement it may calculated that if the way anything Mujahideen resistance. to Kabul and US military aid to the Mujahidean resistance.

Mr Diego Cordovez, the UN mediator who has been repeatedly wrong-footed by the eruption of new difficulties, made a last-ditch attempt to rescue the control of the north and east including Kabul under a "Fortress Kabul" policy to protect the present regime.

The Kabul Government has this week again put forward a single new provinces along Afghanistan's border with the Soviet Union would be merged to form a single new province.

Colina MacDougall looks at the long history of the violent conflict in Tibet

# Dalai Lama's quiet campaign against Peking

WHEN THE DALAI Lama arrives in London next Monday for an ilday stay, it will be as a spiri-tual, not temporal, leader. At the tual, not temporal, leader. At the British government's request, this will be a "pastoral", not a political visit. Like the Pope, he has no divisions to strengthen his hand in resisting the demands of worldly powers.

Since he fled from Chinese troops to India nearly 30 years ago, the Dalai has indeed been involved mainly with the larger questions of religion and the welfare of his 100,000-strong refugee community. But over the last few years Tibetans everywhere have

years Tibetans everywhere have become increasingly alarmed over rising Chinese immigration into their homeland and what looks like the speedy obliteration of their unique culture.

Young Thetans in particular are ready to resent to degree to

March and October confirmed.

"They have great respect for the Dalai Lama," says Mr Phuntsog Wangyal, formerly the spiricially closed (as now) the border that leader's London representative and himself a former with Nepal is porous. Tibetans three and himself a former with Nepal is porous. Tibetans three resistance fighter. "But they feel resistance organisations, and, their situation is so had they not significantly, about the war have nothing to lose. And Chi. in Afghanistan.



Dalai Lama: visit as spiritual

much more political. The Chinese Young Thecans in particular themselves are partly responsible are ready to resort to desperate it was the People's Daily measures despite the Dalai's rejection of violence, as the bloodshed in the anti-Chinese demonstrations in Lhasa last

in Thet and the size of the Chinese presence there.

The Dalai Lama's "peace plan" put before the US congress last year proposed converting Tibet into a demilitarised zone (a buffer between India and China), halting Chinese immigration, and respecting human rights. The hope is that wider publicity for the plight of Tibet will persuade the Chinese (a figure also disputed by China).

While perhaps a few dozen temples and monasteries have been restored since the destruction of the US, the Dalai did.

In this graying up.

Britain muddled the issue in the early years of this century by recognising Chinese "suzer-mates (denied by the Chinese) put the Chinese population as high as 75m. In the Antonomous Region there are around 6m put the Chinese population as high as 75m. In the Antonomous Region there are around 6m precognising Chinese "suzer-mates (denied by the Chinese) put the Chinese population as high as 75m. In the Antonomous Region there are around 6m precognising Chinese "suzer-mates (denied by the Chinese) put the Chinese population as high as 75m. In the Antonomous Region there are around 6m precognising Chinese "suzer-mates (denied by the Chinese) put the Chinese population as high as 75m. In the Antonomous Region there are around 6m precognising Chinese "suzer-mates (denied by the Chinese) put the Chinese situation as high as 75m. In the Antonomous Region there are around 6m precognising Chinese "suzer-mates (denied by the Chinese) put the Chinese suzer-mates (denied by the Chinese) put the chinese population as high as 75m. In the Antonomous Region there are around 6m precognising Chinese "suzer-mates (denied by the Chinese) put the Chinese (denied by

at the problem.

When in the US, the Dalai did.

not propose independence,
though the Chinese have
responded forlously be denouncing him as a "splittist." They
have also tried to deny him any
international forum, lobbying
energetically in Brussels and
London to present him address. London to prevent him address-ing the European Purliament in Strasbourg or current affairs spe-cialists in the British capital. On the key immigration and

colline issues, eyewitness reports confirm that today ethnic Chi-nese have spread almost every-where in Tibet, though accurate figures are hard to come by. "Tibet" in the government-in-ex-ile's definition includes, as the

China, far away from their own cultural influences.

The Chinese line is that Tibet is and always has been part of China. The Communist government, while not exactly expansionist, has always tried to restore China's boundaries to their widest historical extent. In the 18th century the Qing dynasty maintained representatives at Lhasa, and the system lingured on through the empire's declining years in the 18th century.

nigh as 7.5m. In the Antonomous ing.

Region there are around 2m Thetans and an estimated 1.7m chinese (a figure also disputed by China).

While perhaps a few dozen temples and monasteries have hem restored since the destruction of the Cultural Revolution, thousands remain in ruins. Schooling is poor and religious training almost mil. Promising Thetan children are educated in China, far away from their own cultural influences.

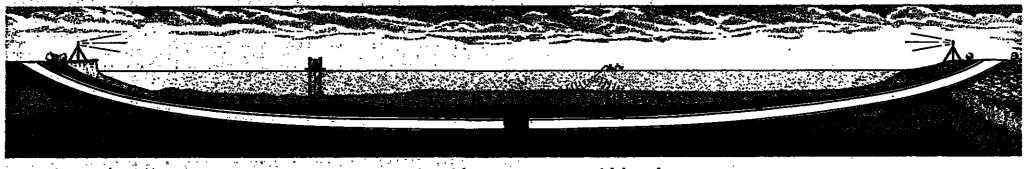
The Chinese line is that Tibet

sog Wangyal, formerly the spiricially closed (as now) the border tual leader's London representative and himself a former with Nepal is process. The tank they and himself a former resistance fighter. But they feel resistance organisations, and, their situation is so had they have nothing to lose. And Chinese immigration into Tibet is like a virus, spreading all the time. If they don't act now, it will be too late.

"Our resistance in 1959 was basically religious. Today it is

£5 billion is being spent on the Channel Tunnel.

It's up to Wimpey to make sure ends meet.



Every stage is crucial. But some are more crucial than others

The feasibility of constructing a tunnel under the Channel has been debated for centuries.

Until Wimpey became involved however, the plans remained mere pipe-dreams. Work began in 1959 when we carried out the first major geological studies of the sea-bed to find out whether tunnelling was possible.

In 1964 further bore holes built up the picture.

Interest then waned, but when it revived almost 20 years later much work had still to be done to prove the project's feasibility.

A consortium of leading contractors was formed with Wimpey as a founder member: our previous marine experience was obviously going to play a significant part in the study.

At this point, Wimpol, the Wimpey navigation specialists, joined the investigation. Survey vessels, positioned with pin-point accuracy, carried out seismic readings to determine the exact nature of the rock strata.

Then, Wimpey Laboratories assembled drilling rigs

from the North Sea to collect samples for more detailed analysis. The studies confirmed our predictions: a continuous layer of chalk, the ideal material for tunnelling, stretched virtually from coast to coast.

Then over the next three years came the really hard work: proving the case for a twin-bore rail tunnel to an endless procession of public enquiries, study groups and Parliamentary Select Committees.

By 1986, it was concluded that this was indeed 'the only technically feasible and financially viable scheme'.

Having gained an unqualified 'yes' and 'oui' from both Governments, the century's greatest engineering challenge was finally becoming a reality.

As with so many of our major construction projects, initiative and dogged determination had proved just as crucial as technical expertise.

So in 1990, the English half of the Tunnel will meet up with the French half. And we're sure there'll be light at the end of it.

WIMPEY
Breaking new ground.

CONTRACTING, MINERALS, PROPERTY, CONSULTANCY, HOMES AND LEISURE

# **Reagan snubbed** on trade bill veto threat

HOUSE AND Senate conferees permit US companies to hid on 14 working on major trade legislamajor public works projects tion have ignored a veto threat worth about \$17bn (£9.4bn) to by President Reagan and tenta-construction and engineering tively approved a proposal requir-ing companies to give 60 days' Mr Yeuth

notice of major lay-offs or shut-towns.

But the proposal must still be measures from the bill which are approved by the full House-Sen-objectionable to the President.

The results sam the Amininstration was pleased with congressional efforts thus far to prune measures from the bill which are objectionable to the President. ugh what members hope will be the final week of work to pro- the peak yet," he said.

Among other meas

Important differences still conference must still deal with a remain in the House and Senate proposal, sponsored by Congress-versions of the bill, and congressman John Bryant, which would sional leaders acknowledged ear-lier this week that they might close their interest in US companot finish work before the Easter nies or real estate if their shares

"We will need a major miracle to finish this week," said Mr Dan to finish this week," said Mr Dan Rostenkowski, chairman of the House Ways and Means Committee. "I won't be held hostage by any deadline."

Mr Clayton Yeutter, the US

the measure's sponsors, said the US is suffering an "ignorance gap" unlike its European and Japanese trade partners, which have stiff disclosure and even pre-classers requirements

Mr Clayton Yeutter, the US Trade Representative, took a place at the negotiating table to represent the Administration's viewpoint, and announced the nent of a major dispute with Japan over access to the Japanese construction market.

The Administration clearly hopes that its success at opening markets will permit Congress to relaxation of export controls.

ease demands for a tough new law.

The Trade Representative's appropriation of \$1bn for worker office said the settlement would readjustment assistance.

# **Pacific** telephone victory for C & W

CABLE and Wireless, the UK telecommunications group, has won a year-long battle to retain its position as the main partner to the Government of the Solomon Islands in the provision of telephone services. Mr Yeutler said the Adminis

Among other measures, the

Senator Tom Harkin, one of

arance requirements.

much to attract support from various interests. It would give the Administration the authority it

wants to conduct negotiations in the Uruguay international trade

Business would get perhaps a

are 25 per cent or more.

The deal follows an abortive bld by the international division of British Telecom to take over C "We have come a long way up the mountain, but we are not at

After coming to an initial understanding with the Solomon Island Government, BT failed to agree financial terms and pulled out of the contract last October. C & W then succeeded in a new round of bids, principally against the Overseas Telecommunications Commission of Australia, which has been trying to expand

Some of the details of the C & Wagreement still have to be finalised, but the initial contract makes it clear that the UK company's stake in the local com-pany will be reduced from 51 to around 40 per cent.

• ERICSSON, the Swedish telecommunications group, has won a breakthrough order to supply the Greek telecommunications network (PTT) with digital The initial order is for nine

transit and local AXE exchanges and is worth \$28m (£15.5m). Further orders are expected while the Greek national network

Dangers in bulk chemicals capacity build-up

Mr Henderson's response was triggered by memories of the around commodity petrochemicarly 1970s, when the world's cals, the most important of which chemicals companies embarked is ethylens, a material produced on sweeping expansion prolargely from oil and which acts grammes, only to see growth as feedstock for many other plans shattered by the international recession around 1980.

After a rash of plant shuttotal sales of which add up to
downs in the early 1930s, demand some \$150bn a year, or roughly a
for chemicals has started once fifth of the worldwide chemical
again to rise, so much so that business — include plastics such
many of the leading chemicals as polyethylene, polystyrene,
companies have begun planning polyvinyl chloride and polyproexpensive new plants for basic
materials like ethylene.

Polypropylene features particunaterials like ethylene. Polypropylene features particu-To the more cautious leaders of buly highly in many plastic mak-

To the more caunous leaners of any mighty in many passes mak-the industry such as Mr Hender- ers' expansion plans as produc-son, however, many of these tion has been increasing much schemes are based on overoptim-istic demand projections which may well end in a few years in ing use in products like car com-disappointment and more plant ponents, packaging and dispos-

closures.

Leading the criticism of the recent run of announcements is which totals about 40m tonnes a Mr Stuart Wamsley, a respected year, fell considerably in the five chemicals industry analyst at the years after 1980 as a result of the

"GOD FORBID." This was how argues that this phenomenon, Mr Denys Henderson, chairman of Imperial Chemical Industries, World is at present a major reacted recently to the suggestion that the company might developed countries, is bound to want to build another ethylene restrict demand for the products plant to add to its existing giant due to flow from the industriation, Britain.

onal recession around 1960. Other commodity materials – After a rash of plant shut total sales of which add up to

Peter Marsh reports on doubts over an industry's response to a recovery in demand

ene plant - a modern one can cost \$500m or more - other rep-resentatives of the West's petrochemicals sector have been more

In the vanguard of such thinking is Finaneste, a joint venture formed by Neste, the state-owned Finnish oil company, and Petro-tina of Belgium. The company is to build a new 450,000 tonnes a year ethylene cracker in Belgium to add to two others it already operates in that country. In the US, Dow and Phillips Petroleum are considering plans for new crackers, while in Europe

chemicals industry analyst at the London office of Morgan Stanley, the US bank.

Mr Wamsley has produced a stream of statistics to support his view that many of the west's chemical companies are not only ignoring the lessons of the past 20 years but failing to notice the BP, Exxon and ICI itself have all build-up in capacity in bulk chemicals in the developing world.

The Morgan Stanley analyst is part 1980 as a result of the sundered plant shutdowns.

In the past two years, however, have the past two years, however, along similar lines.

These additions to the West's ethylene production are being contemplated at the same time as countries such as China, Taiwan and South Korea, not for new crackers, while in Europe Statoll, the Norwegian oll company, is thought to be thinking along similar lines.

These additions to the West's ethylene production are being contemplated at the same time as countries such as China, Taiwan and South Korea, not forgetting the lessons of the past rochemicals companies such as countries such as China, Taiwan and South Korea, not forgetting the for new crackers, while in Europe Statoll, the Norwegian oll company, is thought to be thinking along similar lines.

These additions to the West's ethylene production are being contemplated at the same time as countries such as China, Taiwan and South Korea, not forgetting the oll-rich Middle East countries are racing ahead with company and the contemplated at the same time as countries such as China, Taiwan and South Korea, not forgetting the oll-rich Middle East countries are racing ahead with company and the past two years bet falling to make the past two years, however, and years better the past two years, however, a

Statistics have been produced to support the view that many Western chemical companies are ignoring the lessons of the past 20 years and failing to notice the

build-up in bulk-chemical capacity in the developing world

chemicals.

According to Mr Wamsley's figures, the ethylene production capacity of the developing world is likely to increase by 50 per cent over the four years to 1991, to about 15m tonnes a year, with further expansions likely in the

> He paints a similar picture for other commodity chemicals - in particular polypropylene, a versatile plastic which has been one of the star materials of the 1980s, with growth in consumption in

1990s, leading them to announce significant capacity increases over the next few years.

According to Mr Wamsley, in Western Europe alone annual production capacity in this material will leap from the current 2.9m townes to 3.4m townes in

1988 and to 4.1m tonnes next year. Companies which have announced new plants or expansion to existing facilities include Himont (a US-based company in which migority stake) and Shell, the world's leasest polypopagas. world's largest polypropylene

There is likely, however, to be a similarly high expansion in capacity from the Third World over the same period. All this will result in a world glut in poly-propylene in the 1990s, says the Morgan Stanley analyst, leading to price cutting, lower profits and general distress.

The building of major new (petrochemicals) plants (by Western companies) is ... incomprehensible and a thoroughly dan-gerous and foolhardy course of action, except in some specific instances," said Mr Wamsley in a

recent trenchant analysis. As for people within the industry, some acknowledge the prob-lems although many believe the situation is not as bad as Mr

Wamsley fears.

Most chemicals producers the star materials of the 1990s, with growth in consumption in many countries running at up to 10 per cent a year.

Such a good sales record has encouraged many of the leading polypropylene producers to believe the growth in demand will extend until well into the 1990s, leading them to announce

"You try to analyse future demand as best you can," says Mr Gordon, "But as for whether you are right or wrong, you have to wait until the time comes and hope you have the competitive advantage to be among the survi-

Notice to Debenturcholders ROMATSU LITD. USD 50.000,000 74% U.S. Dollar Convertible Debentures of 1975

Dishentures of 1975

NOTICE IS HEREBY GIVEN with respect to the captioned Convertible Debenture issue that in accordance with the resolution passed at the annual general meeting of the shareholders of Komston Ltd. (the "Company") held on March 30, 1988, and with immediate effect from such date, the Company changed its financial yearend from 31st December to 31st March. As a transitional measure, the Company will have a 3 month financial period from 1st Jamuary, 1988 until 31st March. 1988 and thereafter its financial year will be from April 1st until March 31st of each following year. Accordingly, the record dates for the payment by the Company of samual cash dividends and interim dividends (being a cash distribution pursuant to Article 293-5 of the Commercial Code of Japan) will become March 31st and September 30th, in each year, respectively. (No interim dividends may be paid during the 3 month financial period pursuant to the Commercial Code of Japan).

The dividend accrual period will beneaforth be the 3-month period from January 1st, 1988 to March 31st, 1988 and thereafter each six-month period from January 1st, 1988 to March 31st, 1988 and thereafter each six-month period period will be the same period will be same thereafter each six-month period pe

# Once you've flown to Frankfurt, it's only a short walk to South Carolina.



There are two ways to get to South Carolina after landing in Frankfurt. You can cross the Atlantic,

or you can cross the airport. If you have the time, we suggest you cross the Atlantic so that a million South Carolinians can each give you one good reason to locate a business facility in our state.

If time is a problem, just cross the airport to the Frankfurt Airport Center so our staff can give you a million good reasons for doing business in South Carolina.

With 16 years of experience in Europe, our trained staff can provide all the information you need to make sound U.S. business development decisions.

You'll learn that our corporate tax rate of 5% is the lowest in the Southeastern United States.

You'll also learn about a unique technical training system for our workers, a major world seaport in Charleston, a

sophisticated transportation network. a host of incentive programs to assist international busi-

ness decision makers and, most importantly, our location: We're within 1200 km of two-thirds of the world's largest market.

To find out why companies like BOC Group and Dunlop Holding, Ltd. have chosen South Carolina as their U.S. location, stop by our new office at the Frankfurt Airport Center or write Steven A. Nadeau, State of South Carolina, Atlantic Community Office, Frankfurt Airport Center, P.O. Box 970128, D-6000, Frankfurt/Main 1, Federal Republic of Germany (FRG).

And discover why so many people come to South Carolina and never want to go anywhere else.

South Carolina, USA

# Indonesia abolishes state contracts vetting committee

state contracts above a value of Rupish 500m (£154,000).

The move which affects projects financed by the state budget and foreign aid, as well as key procurement by foreign oil companies, should give a welcome boost as the country adjusts to lower oil revenues, historically the main source of income.

The abolition is also seen as a

with businessmen, are said to take so have criticised the committee on goods. tal goods so freed are those essential grounds that it has too often been used as a lever of political concessional loans and loans.

The main stimulus to modernitism of the World Bank and loans. takes effect from yesterday, all ment Banks contracts will be assessed by the this linkage.

INDONESIA HAS taken an important step to improve its business climate with the amouncement yesterday of the abolition of the much-criticised Government Purchasing Committee, whose job was to approve all state contracts above a value of Rimish 500m (£151,000).

The move which affects projects financed by the state budget implementation that the so-called Team 10, was to cut budget waste, while promoting Indonesian companies by awarding contracts to locals. The move which affects projects financed by the state budget implementation and foreign and as well as key more than 150 pages, previded a hundring the moves yester-blueprint for government pro-curement, which in Indonesis is the said low and Commence and low

panies, should give a welcome boost as the country adjusts to the main business opportunity for foreign suppliers.

The abolition is also seen as a significant victory for those government technocrats who, along with businessmen, are said to take settlement in Indonesian is Finance and Commerce, said liberalisation of foreign trade currents in the growth of exports.

The new policy removes controls on the import of 745 more with businessmen, are said to take settlement in Indonesian is Finance and Commerce, said liberalisation of foreign trade currents in the main business opportunity for foreign suppliers to trade on the import of 745 more with businessmen, are said to

Under the new law, which the Aslan and Islamic Develop-akes effect from yesternay, all ment Banks were exempted from

## Italians and Thyssen sign high-speed train pact

ment signed yesterday between worth £165m in equipment sup-Wang Defang, president of ply.

BREDA Costruzioni Ferroviarie, research, design and construction the Italian state-owned railway of rolling stock.

JOHN HROWN Engineering, part of Trafalgar House, the British construction, property, shipping and hotels group, has won a contract to design and supply some of the equipment for a 100MW gas turbine power station in Chongging, China.

The contract is believed to be worth about £25m to the British

group. The project is expected to receive British financial support

Wyles reports from Rome.

Breda's initiative could be to the agreement with Thyssen forerunner of Italian members.

One of the factors determining the alliance is the similarity of signed a co-operation agreement of aiming at joint development of design between the high-speed high-speed train technology with two companies in West Germany and the halian version.

Breds's infinitive cravid be the Breda's initiative could be the

Industria Hanshel and Waggon of the European high-speed train. Union covers the marketing, consortium.

China power order goes to UK

It is one of a series of power station contracts, including some very large ones, to have been let recently in Chiris.

John Brown, under an agreement was announced earlier this month by the Brown Earlier this month by the Brown Bower engineering group, part of a consortium which includes tract to design and supply a coal Deutsche Babcock, Manuesmann, fired power station at Yue Yang. Strabag and the Essen-based worth £165m in equipment sup

Husneng International Power
Development Corporation, and ing subsidiary of France's ComMr Eric Parker, Trafalgar pagnis Générale d'Electricité
House's chief executive, will have (CGE) last mouth won a FFri.6im

overall design responsibility for order to supply equipment to a the power station as well as supplying two 38.3MW gas turbines.

Extra capacity will be achieved by converting waste heat produced by the two gas turbines.

Mitsubishi of Japan will supply equipment to a coal-fired power station in Sichnan.

West German nuclear engineering companies have also signed an accord with the Peking government on working towards building a significant too NASI.

Mr Parker said John Brown perature reactor in China worth and won the order against strong DMilm.

The agre

## India eases curbs on imports

The main object of the long-term policy is the moderni-sation of Indian industry by permitting relatively freer imports of capital goods and machinery so that its international competitive

Finance and Commerce, said liberalisation of foreign trade controls had shown results in the

addition of 99 items of industrial machinery in the list of capital goods that can be imported without restriction. These are mainly machinery

nsed in the electronics sector, the silk industry and tea industry. Established exporters will now be able to import capital goods, provided they export at least 25 per cent of their production, subject to a minimum of Rupees 10m. Higher exports will qualify for special consideration in the import of extinct of extinuous contents. import of capital goods.

The new policy relates controls on the import of computers, while controls on import of a number of raw materials, components and consumables have been withdrawn.

an accord with the Peking gov-ernment on working towards building a joint 100MW high-tem-

# similary 155, 1906 to March 31st, 1986 and thereafter each six-month period ending on March 31st or September 30th in each year. With respect to any annual cash dividend or interim dividend payable on the shares issued upon conversion shall be deemed to have taken effect at the beginning of the dividend accrusal period in which it occurs. The dutes on which interest becomes payable in respect of the Debentures remains unchanged as June 30th and December 31st of each year. As a result of this change in fiscal year, the converting owner of a Debenture may or may not have gains depending upon the time of conversion. In order to prevent such situation, it has been decided that the measures for adjustment set forth below will be put

Time of Couver Apr. 1-June 30 or Oct. 1-Dec. 31

There will be no interest nor dividend to be paid for the period between January 1st and March 31st or the period between July 1st and September 30th immediately prior to such conversion and in lieu of such interest, a cash adjustment equivalent to accrued interest for such period will be paid by the Company.

Time of Convi Jan. 1-Mar. 31 or Jul. 1-Sept. 30

Measurement
Interest on Couvertible Debent
will be paid together with the divi
on Shares for the period between
ober 1st and December 31st o
period between April 1st and June
immediately prior to conversion,
ever, no adjustments to decreage
ment will be made in this conne

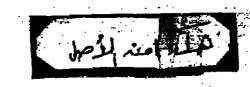
We now offer an even wider choice.

**ARRIVALS** 

JAPAN AIR LINES NEW NON-STOP SERVICE FROM FRANKFURT TO TOKYO. EVERY SATURDAY AT 1710.

From April we have an even wider choice of non-stop flights to Tokyo. And with 8 non-stop flights leaving from Paris and London, our convenient evening departures offer even better connections from Europe. We widen your options, as you broaden your harizon





The state of the s

# Hyster refuses to ride the CIM bandwagon

automation" into an integrated shopfleor production system? Or are there goed reasons why some types of manufacturer should back off from such plants?

Many advice agencies in manufacturing, computer suppliers and, not surprisingly, systems integrators believe that companies should at least be moving towards the goal of a cohesive production system in which a single computing brain runs the show.

business, has certainly introduced a substantial amount of
automation into its worldwide
network of eight production
plants. But it remains cautions
about production immovations.

The family-owned company,
based in Portland, Oregon, has
sometimes been the butt of complaints and the subject of controversy. It lost friends last year
when it closed its fairly new Dublin, Ireland, plant which was
designed to make advanced mate-

Nick Garnett explains why one of the world's top five lift strained computing healm runs the show.

The pencity of real computer integrated manufacturing (CIM) systems around the world has heardly dented such proposents long-term enthusiasm. In their view 'kilender of automation' which is 30 per cent owned by the Swigert family, had sales of automation' so of the world's five biggest suppliers of trucks in Western Europe. The cost of converting the world's five biggest suppliers of the biggest producer of trucks in Western Europe. The sont of trucks in Western Europe. The sont of converting the world's five biggest suppliers of trucks in Western Europe. The sont of converting the sensities and wary of the problems, in moving towards fall-ly-integrated manufacturing systems.

Hysier, determined to stay in the very competitive lift truck business, has certainly introducing elsewhere.

Hysier determined to stay in the very competitive lift truck business, has certainly introducing elsewhere.

Hysier is a substantial amount of the sensition problems are part of large systems.

Hysier as the first biggest producer of trucks in Western Europe. The cost of converting the sensiting plants in Irvine, carried the benefits, and wary of the simpleys 500 producing 5500 lift west of the large systems.

Hysier as the first biggest producer of trucks in Western Europe. The cost of converting the sensiting plants in Irvine, carried to be supplied to the welding robots, as supplied the welding robots, are part of large systems.

Hysier part of the Esco Corporation in Europe.

The produced sense a major purchase components.

Hysier part of the Esco Corporation in Europe.

Sensitive in Europe in trucks in Meanut 20,000 lift trucks last for Hyster manufacturing in Europe.

Bit trucks in Western Europe.

Hysier bear first trucks in Western Europe.

Hysier bear first trucks in Western Europe.

Hysier bear first trucks in Western Europe.

Hysier bear within Hyster in Europe.

Hysier bear within Hyster in Europe.

Hysier bear within Hyster in Hyster manufacturing in Europe.

Hysier bear within

truck makers sees little virtue in a head-long rush towards computer integrated

six models of electric and internal combustion-engined trucks

One system with 13 AGVs cottenes — is not by any means a "would also be much higger than they are now."

One of the reasons for reaching the concustom is the wide variety of options offered to the custom acts as a general purpose delivates areas use high-rise picking thackines but they are not automatically controlled. The factory is non-unionisted but still uses

In all combustion-engined trucks

One system with 13 AGVs cottened to they are now."

One of the reasons for reaching the implementation of new equipment took longer and was more time-consumposent by less accurate handshout 30 per and was more time-consumposed by less acc

ment.

The plant - which produces guided vehicle systems operating six models of electric and inter- on 2,500 metres of wire.

dent for Hyster manufacturing in has also been no attempt to integrate separate production areas to buying Japanese unless Japanese within Hyster of carrying masts, combinations to buying Japanese unless Japanese unless Japanese equipment is demonstrably tions. There are even three existing plant at Irvine, carried ment.

between the customer and the factory would be harmed. Stocks would also be much higger than

tions. There are even three options of seat "softness".

"To satisfy the customer we could be producing a hundred trucks the same or a hundred trucks different and with the sys-tem we have here this would tem we have here this would have no implication for our inveniory levels," says one of the company's production managers. Even with the levels of new equipment at hvine, Hyster can reel off many of the problems and benefits of factory automation.

programme but found it very different the charge of trucks, ficult to cope, particularly as new models were being introduced and demand was rising on the porated in later models within back of an improving market. By 1986, the programme was running at least three months behind schedule and press visits to the plant were cancelled.

Though the programme was full foreportated steel plate with seventeen different thicknesses. This

some changes in habit have been nesses in order to save machin-difficult to foster. "Keeping the ing times. The initial concept ables clean to allow the AGVs to trucks used 37 different sizes of run properly has been a continunus battle," says Brown. A "tickcomponents were attached to
eting" system was introduced in each other. This figure has been
which production workers record lowered to five. when products worsels record the fact that they have begun However, factory automation using a particular pallet of components for the first time. These in improving efficiency. Stoopdockets are collected by superviman says that over the past four sors as a way of planning supply years inventory turnover at requirements and inventory control. But it has taken a long time times a year to between eight and

Plants, improved inventory conOne other, somewhat surprising, problem was getting some a year.

In addition, automated machinthe shopfloor terminals were telling cells at Irvine have cut the shopfloor terminals were telling them. In particular, information on the screen which made it per cent to between five and six clear that a component had been machined correctly did not stop cost of transporting raw materities practice of re-inspecting components by less accurate handheld calibrated tools.

The company, though, points clous of the CIM concept it does to the substantial benefits of not believe it has reached the end entereaction. This represents has of the road on automation. "Its representation to the concept it does not believe it has reached the end

ment of facilities and the way Hyster lift trucks are designed and built.

Though the programme was enteen different thicknesses. This linked to extensive retraining was brought down to three thick-

for all production people to do ten times, including periods this at the required times. "We when bought-in components are have won that battle now," says in transit. Across all Hyster's

automation. This programme has of the road on automation. "It been an integral part of a general always pays to keep your eye on efficiency and cost saving drive the manufacturing horizon," says

# Edited by Geoffrey Charlish

BA calls down from the clouds

AIRLINER TELEPHONES WILL soon be tried out by passengers on British Airways Boeing 747s crossing the Atlantic.

The system, called Sky-hone, results from colleboration between the sirline, Brit-ish Telecom International and Racal, the UK communications equipment company. A full service is planned for May 1989 but call charges have yet

to be decided. ogers will be able to make calls to most phones in Kurope, eastern North Amer-ica, South America, Scandinavia, Africa and the Middle East.

The Inmarcat Atlantic Ocean region satellite will be used, beaming down to the BTI ground station at Goonbilly in Cornwall.

Eventually, through other parts of the world will be

accessible.

At first it will not be possible to make calls from the ground, since the problem of locating an individual passenger has yet to be resolved. (Paging messages for passengers to ring a number on the ground, or an airborne telex printer are possible solutions.)

Data transmission from passengers' personal computers, however, will be possible when a special interface unit, now under development, becomes available.

Wall-mounted cordless, seat-back, and arm rest phones are to be tried. They will be made by Racal, which has also designed the special aerial to link the aircraft with satellite

ansmissions. With the wall-mounted phones, passengers will be able to insert any type of credit card. These will be checked by BTI equipment on the ground. Once the call has been made, details will be recorded and the appropriate card company billed.

## Alcatei sinks iBM and DEC differences

IN THE belief that many medium and large companies have both IBM and DEC mainnave both them and DEC main-frame computer systems work-ing separately, and that much could be achieved if they could communicate with each other, Alcatel Business Systems has devised a linking computer, the model \$930.

the model 8930.

Alcatel believes that as many as 50 per cent of IBM mainframe sites have DEC minicomputers and that there are significant advantages in forming the machines into single information systems.

With the 8830, DEC VAX terminals act as if they were connected to the IBM system, and

## Low-cost answer to text input problems

A GROWING problem for desk-top computer users, particularly in the publishing world, is to get existing documents into the com-puter without re-keying them. Page reading devices invari-ably involve cardly war-harical ably involve costly mechanical scanning systems. Alternatively, hand-held units, which scan line by line, lack the ability to tackie a wide enough range of founts, according to Fred Snow, presi-dent of TransImage Corporation in Sunnyvale, California.

developed TransImage 1006 which at £2,500 is designed t work into an IHM personal computer and will recognise, at 39.6 per cent accuracy, virtually any standard English upper and lower case letters, numbers and symbols of good quality.

The unit can be used at up to 48 characters per second, and the machine can learn unique shapes and symbols and substitute a normal character, or string of

normal character, or string of characters, on the PC screen. The reader unit can mate tiself to the software in use in the PC so that numerical data, for example, can be made to appear in the right place in spreadthers, it also has a small specialisments, it also has a single set of function buttons that allow any set of key depressions on the PC keyboard to be cam-lated, thus preventing constant nent between the

reader and PC keyboards.
Translange 1000 is araliable in the UK from Technitron Date of States. Europe will be appointed soo

## Chip pulls switch 75bn times a second

cuits that can switch on and off 75hm times a second have been developed by the IBM lab-cratories at Yorktown Heights

in the US.

The circuits have to be immersed in liquid nitrages and are still very much in the experimental stage, but their performance more than doubles previously reported high-

elements with dimensions measured in tenths of a micron (a micron is a millionth of a metre).
Chips using such circuits could hold several million logic elements that switch 19 times faster than semiconduc-

times faster than semiconduc-tors in use today. To farm the microscopic pat-terns needed for such circuits, IBM uses electron beams which are capable of making lines only 0.05 of a micron wide and have comparable accuracy of placement.

accuracy of placement.
Such tenth-micron silicon
devices might be the future
basis for machines the size of
today's personal computers
but with committee name.

## Canadians optimise post code usage

IN CANADA, the public is being encouraged to ring up the Canada Post Carpuration free of charge to verify postcodes in a matter of seconds. The Corporation hopes that as a result postal codes will be used more often and more accurately.

So that telephone operators have quick access to 10m Canadian addresses and their postal codes, all this information has been put on optical disc, a job undertaken by SilverPlatter of the UK.

The British company used a special indexing technique to ensure that the average response time of the system to a query is less than one sec-

the system in English or French.



# Made in Hong Kong.

Youth. Full of boundless energy, imagination and ability. In Hong Kong today, they are the single greatest natural resource and they are the future. Continuing to shape what has become one of the world's most dynamic economic forces.

And no matter where their futures take them - through the ranks of business or the corridors of power - no other company will be as directly involved in every facet of their lives, and business, as Hutchison Whampoa.

For more information on the strength and depth of our local and international capabilities, please contact us directly.

Hutchison Whampoa. Part of today's world.

UK: The Lord Derwent L.V.O., 9 Queen Street, London, WIX 7PH. Tel: 01-499-3353. HK: W. Sharnink, Hurchison House, 22/P, Hong Kong, Fac: 852-5-8100705.

**Hutchison Whampoa Limited** 

# The crop of the creme

Philip Rawstorne on the extension of the world-selling Nivea brand

NIVEA - WHICH means "snow white" in Greek - is the biggest-selling toiletry brand in the world with sales of more than \$500m a year at ex-factory prices. But it did not get where it is today without coustant grooming. A brand needs refreshment and rejuvenation; and with care it may then be enlarged. Smith and Nephew, the British

multinational, and Beiersdorf, a Hamburg-based company, which together own the Nivea brand, are currently engaged in enlarg-ing it again. . and profitably. It was Beiersdorf that founded the brand, launching the first the brand, taunching the three product in 1906 in Germany.

Betersdorf's assets in the UK were seized at the outbreak of the worked products for terms side. second world war and later acquired by Smith and Nephew, which now owns the brand in the UK, the Irish Republic, Australia, New Zealand, Canada and South Africa.

\*\*The world products for further skin-care, currently being test-marked with a commercial (right) in the Cantral TV region ment by Smith and Nephew, coupled with changing consumer Second World War and later

Nivea soap was launched in the UK in 1911; Nivea Creme came on to the market, in its distinctive hlue and white packaging, in the 1930s. The brand is in dire need of rejuvenation." It sold now in virtually every country in the world; and three years ago manufacture started in China.

A close weeking with changing consumer attitudes, left it with an old-fashioned image, which in turn led to several years of static sales.

"The brand," says Siddle, "was in dire need of rejuvenation." It was relaunched with TV advertisements illustrating — to the heat of rock music — that "Nivea knows how to treat a lady." New,

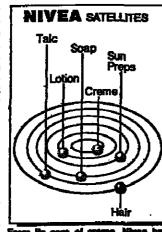
among consumers a strong asso-agreed principles.
clation between the cream and The product must correspond

Graham Siddle, marketing and Nives, the important associated sales director of Smith and qualities are care and projection, sales director of Smith and qualities are care and projection, Nephew Consumer Products, mild, natural agents, subtle persays: "Our policy in developing fume. It must add to the core Nivea, beyond cream, has been to position, justify separate market-create a satellite strategy, where make the core of the

tances."

The unchanging priority is to Any activity, be it new or old ensure the core is sound and strong. "Failure to maintain the to meet very tough financial brand's modernity," says Siddle, parameters."

"will result in the eventual Smith and Nephew's next demise of the brand image and the same core market."



China.

A close working relationship younger buyers were attracted, between the two companies, older customers retained, and on which developed from the initial the back of the campaign a new common ownership and through lotion was introduced. Sales vol-

common ownership and through lotion was introduced. Sales vollater joint ventures, ensures that the brand is marketed as one throughout the world.

The brand character or personality is entirely based on Nivea core, the question was how to Creme, the most widely known move out from it. Potential sateland used product. Advertising lite products, says Siddle, were over the years has established among congumers a strong asso.

with the ideal brand profile. For

demise of the brand image and move, into the sun care market, the ability to extend into new was a natural progression. The market sectors."

the number two spot in the sun advertise lotions market. Sales of sun prep. Hegarty lotions market. Sales of sun prep-legarty, which took over the arations now represent 25 per account from Sastchi & Sastchi cent of the brand's sales and a two years ago, currently emphahigher share of profits. "Growth in foreign holidays, coupled with modern "bright lights, big city" consumer and product segments. tion, makes this a key area for the future," says Siddle.

With Nives soap - recently relaunched, and a substantial contributor to the brand's bank balance in terms of both consumer attitudes and tash - this was as far as the range extended

was as far as the range extended
10 years ago.

A move into haircare products
was positively shunned by the
company, Siddle recalls. But as
milder, frequent-wash shampoos
evolved, thoughts began to
return to the possibility. It
seemed to fit into the Nivea care

The shampoo was launched in West Germany in 1984, where it has now achieved market leadership, and has been extended

saip, and has been extended throughout Europe.

In the UK, Smith and Nephew began a cautious and sceptical appraisal of the possibilities in 1985. In a lengthy programme of market research, both the consent and the resolute steed cart. cept and the product stood out well, says Siddle. "Of importance was that it did not detract from the central Nivea values." Simulated test markets, in

which random consumers were introduced to the product through a range of advertisements, and in mock-up shops, confirmed the first promising The brand was launched in the UK 15 months ago. Television

into orbit. Siddle has turned inward again, using some of Myea's £2m advertising spend last year to rejuvenate the core. A new range of skincare products has been launched on test market in Central Television's area. Television commercials sell these products as "what you put on when you take everything off". More up-market and younger in appeal, the range "could well become the core of the brand in 10 years' time," says Siddle.

By then, the UK Nivea brand may be launched into other more may be launched into other more distant orbits. Beiersdorf is already venturing towards new horizons with a range of Nivea men's products.

"Results to date have been satisfactory," Siddle reports. Con-

suner response has confirmed the elasticity of the brand. But even as this satellite goes into orbit, Siddle has turned

Smith and Nephew's view remains cautious. "Extending Nives profitably," says Siddle, "has been due to having a strong core which is constantly rejuvenated; having sound principles against which these shares challenges that the constant of the strong country that times change ated, accepting that times change and that what may not work today, may work in the future."

But with prudence, pragmatic nanagement and a little market

IT COST £300,000 to make the latest 30-second commercial for Cadbary's Milk Tray — a figure to match the advertisement's epic feats in bringing chocolates to the British consumer.

Such expenditure, admits Stephen Ward, Cadbury's marketing director, is "a bit of a luxury" but it is after all presenting the com-

the ctor; is "a bit of a inxury" but it is after all premoting the com-pany's biggest-selling brand. What he finds disturbing, though, is that the average cost of making a Cadbury brand com-mercial lest year was £130,000 for 30 seconds. That compares with £2,040 per 30 seconds for produc-

ing a programme such as Rum-pole.

Barciays de Zoete Wedd, in a recent review, estimated produc-tion costs in 1988 at 5234m, or 14 per cent of total expenditure on TV advertising. In 1970, the ratio stood at 10 per cent. Stace 1980 year-on-year increases in the costs of protecting commercials have averaged 15 per cent in real

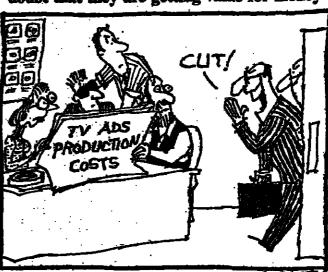
terms.
One year after an industry working party under former Whitehall mandath, Sir Leo Pliatzky, drew up procedures designed to improve business practices and ecuie better value for money in the protection of TV commercials, tagior belevision advertisers are still deeply con-cerned about production costs. Plantky claims that in the nine months after his report appeared in February 1987, production company contract prices actually in industry in recent years," he sented production costs of £1m — fall by 1.2 per cent on average, says. Overmanning and restriction and total costs to the client rose tive practices are still common in by no more than 2.2 per cent. TV production.

"There is no evidence at all of Philip Sheldon, director of Sheldon put the £1m in per-

TV commercials production

# Staines reservoir or Malta?

Philip Rawstorne explains that advertisers doubt that they are getting value for money



"There is no evidence at all of continuing cost inflation," he advertising for Bass, which says."

Ward agrees that there is more this cipline; but still should a conference in Loudon last week whether advertisers are getting five of the company's commer value for money. "Little has been class, including the much-praised done to bring about the sort of Carling Black Label water-skier. The four-minute show represents of ber cent of brand expenditure;

Cadbury's preduction costs.

Sheldon put the film in perspective. For that, we could do

production costs are 10 per cent.
"TV advertising is a vital part of
our long-term strategy." he says.
But costs have been increasing at
three times Bass's ability to
increase price margins or
increase market share.

The Institute of Practitioners
in Advertising is to begin a series
of bustness training courses later

of business training courses later this year for both independent and agency producers of televi-sion commercials. There have been undoubted shortcomings in that area — only since Pliatzky has it become a general rule to provide clients with a "ballpark"

estimate of production costs with the script for the commercial. Advertisers cannot understand the apparent rejuctance of agen-cies to put commercial produc-tion take met to terrier (the that tion jobs out to tender. One that did was Cockburn's for a port commercial, featuring a "Rus-sian" submarine. By seeking bids it achieved savings of at least £25,000, the difference between shooting the advertisement in Maita and on Staines reservoir. But many in the agencies and

production companies argue that the client companies are, themselves, often responsible for unnecessary costs. Complaints of lack of planning and consequent rushed production schedules are commonplace; so are criticisms of time-consuming decision-making involving numerous executives, often followed by costly changes

There is concern, too, that the pressure to cut costs may lower creative standards. Richard Barker, executive creative director of D'Arcy Masius Benton & Bowles, fold the conference that the industry should "concentrate on value more than cost." Premium satisfaction should command a premium price; the quality of the advertising reflects on the quality of the product it is selling.

# The Pru woos the prudent investor

Philip Rawstorne on a £1m TV campaign

GOOD FRIDAY or April Fools' Day? Despite another nervous week in the stock market, Pru-dential Holborn, the up-market financial services arm of the Pru, begins a film advertising campaign in the London area tomorrow, aimed at attracting investors to its unit trusts, personal equity plans and pen-sion contracts.

back for a couple of mouths. The commercial was being filmed in Spain when the Lou-don stock market crashed last October. And the Pru thought it prudent to research reac-tions to that event before

cantious, but are also better informed about investment decisions than they were at the time of the 1974 crash," says Prudential Holborn chief executive, Alan Wren. "Confidence is returning and sales can soon be expected to reflect this."

Among wren's target sun-ence – the 40-plus age group with £25,000 to invest – atti-tudes were remarkably san-guine. "Our research showed that, in general, investors are watching and waiting for the right moment to get back into the market." save Nizel Forright months to get team mother the market," says Nigel For-dham, account director at Pru-dential Holborn's advertising agency KMP Hamphreys Ball

& Barker (KHEB).

"They are more cautious about putting a lot of money down, but they have not been switched out equity investment. There is some resentment about the behaviour of the Tity in managed but no clean

the City in general, but no ele-ment of blame is being attached to individual investment companies. Investors are aware of the risks." Fordhein says that the basic message of the advertising campaign — "The surer way to the City is via Holborn" — has gained skreigh from the cur-rent mood of caution. By asso-clating the Pru's investment offspring with the parent's attablished reputation for reli-

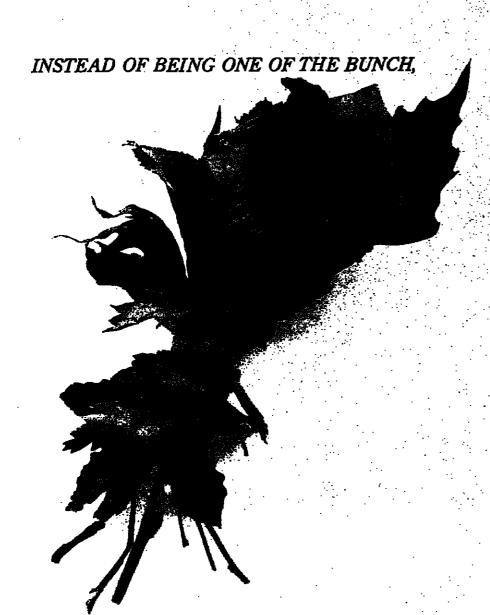
ability and solidity, it should appeal to the more tentative investor as well as the more sophisticated operator.

The 60-second commercial, shot for KHBB by Simon Delaney, who made the Mates condem commercials, will support

dom commercials, will appear initially on LWT and, backed

by a national press campaign, will be gradually rolled out over the rest of the country. It features three vignettes, set in Japan, Australia and the UK, in which consumers looking for the best way to invest are directed through Holborn. It treats its subject lightly – but not too lightly. Fordham says: "You must not

EUSM



With some airlines, you're just a number on a seat.

And that seat can be as much as one of a hundred in Business Class, so what chance individual treatment?

never more than 54 Business Class seats, and although our cabin staff are very attentive, you won't be fussed over unless you want to be.

Your baggage is well looked after, too. You should fly Air Canada. There are We have priority handling for First and Business Class passengers.

What's more, when you book your ticket, you book your seat.

So, if we don't call you by name by the time you step off the plane, you'll know what to call us.

A BREATH OF FRESH AIR





THE UK TREASURY has for- advertising campaign

mally questioned the size and effectiveness of the sharp rise in the Department of Trade and Industry's advertising budget.

Mr John Major, Chief Secretary to the Treasury, has written to Lord Young, Trade and Industry Secretary, and the letter has been circulated to other departments, producing comment from several producing comment from several

The state of the s

stor

The DTI has been unable to say what its advertising budget will be in the next financial year and Mr Major's action suggests no agreement has yet been reached. The Treasury is concerned mainly with whether the DTI campaign offers value for money. Other ministers say the Treasury aims to limit the growth of the DTT's advertising and promotion budget. This is expected to be £13m (\$24.3m) in the 1987-88 financial year just ending, mainly incurred in the last few

months. The expenditure is as design, much as in the previous five But a years combined. isters are concerned both about the scale of the advertising and

The Commons Public Accounts Committee is considering whether to ask the National Audit Office to hold an investigation and Mr Tony Blair, Labour's trade spokesman, has argued that the advertisements breach

Independent Broadcasting Authority guidelines on impar-tiality and party propaganda. The main DTI advertising campaigns have been on the enter-prise initiative, the action for the creation of the European internal market in 1992.

Lord Young justifies such expenditure by the need to reach out beyond Parliament and directly to business. The televi-sion and newspaper advertisements for the enterprise initia-tive have apparently generated 50,000 inquiries since January into various aspects such as

But a number of MPs and minintervention in the marketing whether its content goes beyond policies of a department comes as parliamentary concern grows about being informative rather over the DTTs high-profile media

Kevin Done and John Griffiths in London examine why the Leyland Bus consortium agreed to sell out

# Volvo's acquisition strengthens its transport omnibus

Aerospace had agreed to buy Rover Group for a relative song Mr Larserik Nilsson, president of Volvo Bus Corporation, would

or views sub corporation, would describe only as a "multi-million gound " deal, Volvo's outright purchase of Leyland Bus from the management consortium which bought the company from Rover Group in Jamary last year

255m to wipe out Leyland Bus's more precarious was that this accumulated debts and pay for was 'not even a case of further rationalisation (itself part dyed-in-the-wool bus makers of the total £3.8bn cost to the seeking to preserve life as they Government of its planned Rover knew it. Mr McKinnon had been Group debt and equity write-offs) drafted in from the Leyland Mr McKinnon and his colleagues Trucks subsidiary - itself now



for just £4m. Mr McKinnon himself refused comment.

In an aside, one Volvo executive said the cash agreement,
signed late on Tuesday night,
would make "very wealthy man"
of Mr McKinnon, 41, and five colleagues who between them had
held 78 per cent of the share capital of Leyland Bus.

Considering that prior to the
management buy-out the UK
Government had contributed
£55m to wipe out Leyland Bus's

might themselves appear to be in
receipt of a bargain.

In reality, however, they were
taking on a company which had
lost £50m in the three years prior
to their takeover, whose total
domestic bus market collapsed
from 3,000 units a year to 300 as
result of deregulation; and whose
hopes of a life-saving 4,000 buses
a year contract from Thailand
What made the deal look even
where the management buy-out the UK
Government had contributed
£55m to wipe out Leyland Bus's

Many buses on the UK's roads are more than 15 years old. This Volvo buses a year starting in is the result of transit authorities 1990, in addition to output of Ley-waiting to see how deregulation land-badged vehicles.

with an exports business which still acounts for about 20 per cent roo details but it expected that of total turnover, and a thriving parts business based on a wold-wide Leyland bus population with the control of the

oproaching 50,000. Together, Mr McKinnon said yesterday, they allowed Leyland Bus last year to achieve its goal of break-even and a move into "modest" pre-tax profits during the current year.

Why then did the consortium decide to sell out? According to Mr McKinnon: "For the simple reason that while in the short term it would have been possible for us to survive, I'm not sure that we could have made the needed heavy investment in future products."

Mr Ernst Knappe, senior vice-president of the parent Volvo company, made clear that shake ups the previous year.

Nevertheless, the consortium vice-president of the parent vice-president vice-p

Volvo is one of the world's leading manufacturers of buses, petitors Volvo's hus operations have been consistently profitable throughout the 1980s. Last year was clearly its best performance of the decade: operating profits of its bus division jumped by 72 per cent to SKr179m (£16m) in 1987 from SKr104m, while sales rose

bered up from fifth to second place in Europe since 1985 (for heavy buses with over 12 tons gross vehicle weight). As some of its rivals faltered -

Daimler-Benz bus output dropped by 10 per cent to 4,565 from 5,084 advance in Europe, while consoli-dating its production at its Boras

watting to see how deregulation would work and whether there on this scenario, production at would be a switch to mini-buses before placing substantive orders. Leyland's Farington and Worbefore placing substantive orders. Lington plants in the north of These are only now starting to come through, and Leyland has in 1987 to 1,750 this year, 2,000 in been planning to cater to demand 1989 and at least 3,000 in 1990.

If has assembled buses in small numbers in the UK and in Belgium, but this stopped last year as plant capacity was needed for truck production. Since 1986 Volvo has manufactured only the bus chassis, buying in body parts from local manufacturers.

bus, the "Swift."

arrangements is a gradual fur— Its other important bus plant is

Additionally, Leyland Bus has ther diminution in the UK con— in Brazil where the group probeen able to maintain turnover—tent of Leyland buses, once over—duced 690 buses last year com-

Despite the successes of recent years - and Volvo claimed yester-day that current order books some reverses.

It was forced to close down its cent to SKr199n (£16m) in 1987 ing operations in 1986, less than from SKr104m, while sales rose by 14 per cent to SKr29n.

Before the Leyland Bus purchase, which gives the Swedish group market leadership in West Europe, Volvo had already clambered up from fifth to second place in Europe since 1985 (for in gradient from the big reduction in the place in Europe since 1985 (for in gradient from the big reduction in the big reduction.

The bus operations are only a small part of the total Volvo group with bus division sales of group turnover of SKr92.4bn in 1987. They are dwarfed by the car and truck operations, and are marine and aero engines.

market in 1981 through the take-over of the assets of White Motor Corporation, which was on the brink of financial collapse.

## Defence procurement 'still beset by deep inefficiency'

BIG IMPROVEMENTS in procurement practices are to be introduced by the Ministry of Defence following an inquiry which has found a continuing

failure to achieve value for money.

The inquiry, launched by the Government's Efficiency Unit fol-lowing the cancellation of the Nimrod early warning radar sys-tem in December 1988, found that despite improvements in recent

It found weaknesses including all control in the MoD's research establishments, and a failure to learn from international experi-ence on the control of defence

responsible for defence procure ment, said the Government wel comed the report. Most of its

from Experience, accepts that recent reforms were necessary and important, but they did not yet provide "a degree of control commensurate with the complexity of the task and the sums of money being spent." The UK's defence procurement bill is around 29bn a year.

# Government moves to

introduced enabling powers into the Merchant Shipping Bill which would allow it to take retallatory action against Euro-pean Community shipping com-panies in the running dispute over coastal trade.

Mr Paul Channon, Transport Secretary, warned last month that Britain would restrict other EC shipping lines' rights to practice so-called cabotage along British coasts if they did not agree to liberalise coastal shipping throughout the Community. Cabotage is trade between ports

The Government is seeking this liberalisation at a meeting of the EC Council, probably in

The enabling powers, in the form of a two clause amendment to the bill which had its third recommendations will be

# restrict 'cabotage'

BY NICK GARNETT

the Government to ensure that any shipping company practicing cabotage in the UK must have an operating base there. This would have to be more then a second have to be more than an agency An offending shipping com-pany would be liable to a fine of £50,000 on summary conviction and, on indictment, offenders would face up to two years

Mr Channon said the Govern ment wanted the liberalisation of all coastal trade in the EC and all coastal trade in the EC and the enabling powers would be used only if attempts to achieve liberalisation failed.

Britain, Belgium, Ireland and the Netherlands are the only EC member states to allow foreign

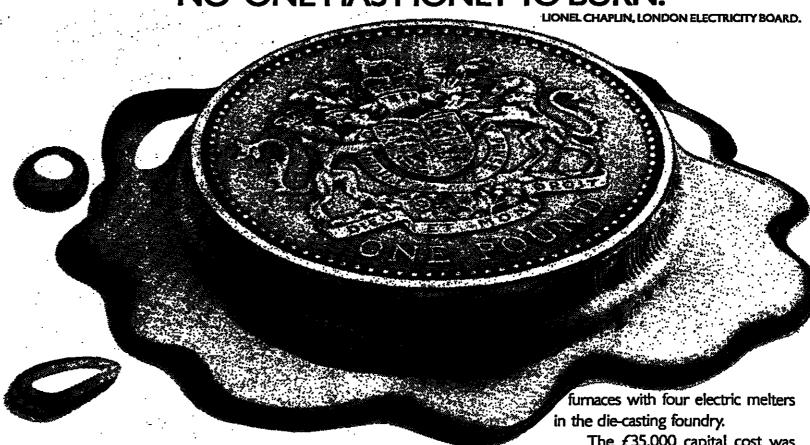
to pick up and deliver goods between ports on their coastlines. West Germany is partially liber alised.



You don't get to be one of Britain's premier non-ferrous foundries without moving with the times, especially if you have been producing quality castings for over 100 years.

Melting was costing Stone Foundries Ltd £52 a tonne in energy alone when they called in Lionel Chaplin, Industrial Sales Engineer at the London Electricity Board. He helped Stone conduct a detailed technical appraisal and advised on a modernisation programme that included replacing five gas-fired

# "I RECOMMENDED ELECTRIC FURNACES BECAUSE NO-ONE HAS MONEY TO BURN."



The £35,000 capital cost was recovered in less than six months in two ways. By melting at night using low-cost electricity and from a dramatic improvement in crucible life.

Energy costs for melting were reduced from £52 a tonne to a startling £23 a tonne.

This was one of several schemes to improve energy efficiency at Stone Foundries and just one of several thousand projects tackled by Electricity Board Industrial Sales Engineers (ISEs) last year.

Backed by all the technical resources of the Electricity Supply Industry, your local ISE could help you to discover ways to reduce operating costs, improve your product quality, increase production or create better working conditions.

Fill in the coupon now, or contact your ISE direct at your local Electricity Board.

Name	Position	
Сотралу	Address	
	Tel.	
4	INVESTELECTRIC	> <b>∂</b>

# **66** For USM Prices Data, we depend on Extel Financial 99



All you ever need to know London: 01-251 3333 Brussels: 02-219 1607 New York: 212-513 1570

U.S. \$200,000,000



Banco di Santo Spirito S.p.A. (Incorporated with limited liability in the Republic of Italy)

London Branch

Floating Rate Depositary Receipts due 1993

In accordance with the provisions of the Notes, notice is hereby given that for the interest Period from March 31, 1988 to September 30, 1988 the Notes will carry an interest Rate of 7 1/16% per annum. The interest payable on the relevant interest payment date, September 30, 1988 will be U.S. \$359.01 for Notes in denominations of U.S. \$10,000 and U.S. \$3,590.10 for Notes in denominations of U.S. \$100,000.

By: The Chase Machattan Buck, N.A. Loszion, Agest Bank

March 31, 1988

## Southern England's only Development Area South West Cornwall



COMMUNICATIONS: Dual carriageway from M5 to Tamar; LABOUR: Ready supply of skilled and adaptable labour with

for expanding, qualifying compan

INDUSTRIAL HERITAGE: A diverse base inc electronics, printing, hostbuilding and food processing. SITES AND PREMISES: An excellent range evallable now.

ENVIRONMENT: An exceptionally beautiful place to enjoy the quality of your working and leisure time. For all the details conjuct the Economic Development Unit. Karrier District Council. Comporne. Cornwell TRIA SEY

(0209) 712941



# Mortgage rate cut heralds new offensive in lending

Halifax, Britain's largest building society with around 20 per cent of the building society mort-gage market, reduced its morting age rate from 10.3 to 9.8 per cent in a move which appeared aimed at winnming business away from hanks and the new mortgage lending institutions which have entered the market in the last three years.

The rate is the lowest the Halifax.

The rate is the lowest the Halifax to cut their mortgage rates at decade.

Lloyds Bank, the smallest of the building society rates and it was losing business as a result.

"We will certainly be looking very closely at our rates" said hir could be shown that the outs the outs the outs the outs they nay have no option but to cut their mortgage rates at present, they may have no option but to cut their rates before long the four big retail banks, cut its

Lloyds Bank, the smallest of in the wake of Lloyds' decision to the four hig retail banks, cut its mortgage rate from 10.5 to 10.0 Both societies charge 10.1 per cent, effective from April 7.

The decision to cut rates came as something of a surprise to the market yesterday, though it market yesterday, though it banks' base rate was cut to 8.5 cated yesterday that they were per cent. For the Halifax, however, a more important consideration appears to be the need to cuts might be imminent.

Loans Corporation, the largest of the new lenders, which will be cent for their mortgages, 2 percent from they will be cent for their mortgages, 2 percent from the points less than Halifax on its Libor-linked Blue Chip mortgage products, said that customers preferred mortgage companies because of their speed of delivery and better service. He said: "We don't feel we have to respond to gimmicks, but we stim appears to be the need to cuts might be imminent.

Conditions are currently

THE HALIFAX building society leaders which have been making flowing at record levels into and Lloyds Bank yesterday cut serious inroads into the building society deposits and all their mortgage rates by half a societies' traditional mainstream the societies have large amounts percentage point each, making it business over the last two years. The new rate applies from have to bring their mortgage April 1 for new burrowers and easier to cut its rate at this point from May 1 for existing mort-building society attention.

Halifax may have found it easier to cut its rate at this point building society with around 20 per leading. The new rate applies from the societies have large amounts of funds available for leading. Halifax may have found it easier to cut its rate at this point building society with around 20 per leading to building society deposits and all their mortgage from the societies have large amounts of funds available for leading. Halifax may have found it easier to cut its rate at this point building society deposits and all the societies have large amounts of funds available for leading. Halifax may have found it easier to cut its rate at this point building society deposits and all their mortgage will build business over the last two years.

The new rate applies from the societies have large amounts of funds available for leading. Halifax may have found it easier to cut its rate at this point building society deposits and all their mortgage will business over the last two years.

The new rate applies from the societies have large amounts of funds available for leading. Halifax may have found it easier to cut its rate at this point building the society deposits and all the societies have large amounts of funds available for leading.

ation appears to be the need to cuts might be imminent.

win back the hullding societies' Conditions are currently share of the mortgage market at favourable for the building societies.

Another recent entrant to the savings deposits.

The Halifax's new rate places it squarely within the 9.5 to 9.9 per cent range charged by the new cuts might be imminent.

Conditions are currently another recent entrant to the utility of the building societies.

Another recent entrant to the utility of the Mortgage Corporation, said that it had cut its mortgage rate from 9.9 to 9.75 cent range charged by the new last October, savings have been fax's move.

## Chips group launches plan to cut **400** jobs

By Terry Dods: Editor

HRITIAN'S largest semiconduc-tor manufacturing group, cre-ated only a few months ago by Plessey's takeover of the Ferranti chip manufacturing activities, has launched a large scale redundancy programme which will result in about 400 job

The cuts, involving about 13 per cent of the combined group's 3,000 strong workforce, will be mainly centered on the former Ferranti operations at Oldham in Lancashire, where 340 jobs are to be eliminated Other posts will be trimmed from Plessey's own semicon-ductor plants at Swindon, in Wilishire, and Roborough, near

Plymouth.
Since taking over the Ferranti business in a 230m deal last November, Plessey has been expected to take steps to reduce costs.

The Ferranti chip business

as a whole is believed to be roughly breaking even at pres-ent on sales of £50m a year.

Mr Dong Dunn, head of Pies-sey's fast-expanding semicon-ductor operations, said yesterday that Ferranti's operations would be profitable in the next

# Thatcher announces enterprise plans for sites in Scotland

BY JAMES BUXTON, SCOTTISH CORRESPONDENT

MRS MARGARET THATCHER, the Prime Minister, yesterday set out to revive spirits in Dundee plunged into gloom by the collapse of Ford's project to build an electronics plant in the city - by announcing the go-ahead of a plant which is set to employ 300 people by 1909.

people by 1992. Earlier on her one day visit to Scotland, she announced the setting up of an enterprise zone -Scotland's fourth - at Invercivde, the area centred on Greenock which has been devastated by the virtual collapse of shipbuilding.

The Prime Minister used her wish to attack the Labour Party and some of the trade unions over the Ford debacle. Ford said earlier this month that it was sabandoning its Dundee project, which would have employed up to 1,000 people, because of the trade unious failure to agree to a single union agreement.

Although she praised Mr Gavin

Laird, general secretary of the AEU engineering union which offered Ford a single union agreement, she said she could not understand how in this modern capital and other investors from a consortium of venture understand how in this modern

understand how in this modern age there are some unions more concerned with demarcation, restrictive practices and sectional interests than in jobs for their fellow citizens.

Mrs Thatcher announced that Shield Diagnostics, a company financed by venture capital funds a fem plant on the Dundee Technology Park, close to where Ford thad been due to build its factory.

Shield Diagnostics which was founded five years ago by scientists from Dundee University Medical School, is to research, develop and manufacture kits for enterprise zone, to be announced diagnosing rheumatoid arthritis

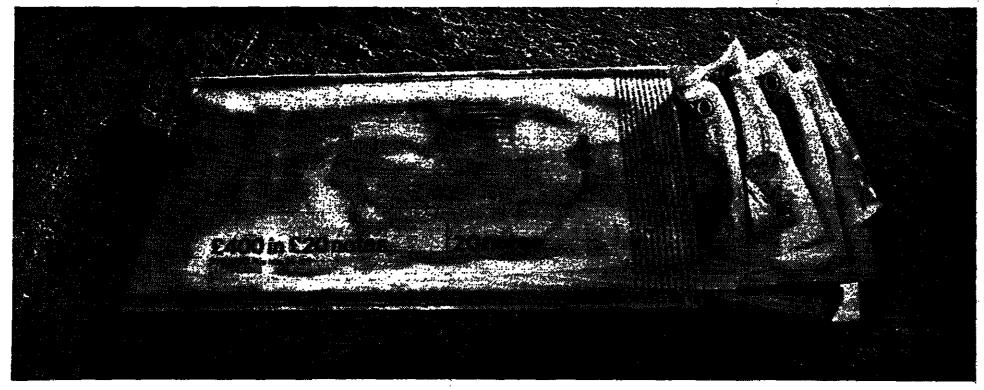
PENDULUM arbitration, the strike-substitute mechanism at the heart of controversial strike-free deals being signed by some unions, has been favoured at a Sanyo factory in Suffolk, on the east coast of England. It is only the third example of a pay review under a strike-free deal going to arbitration. The unions have now won two out of the three cases, and in the third the employer made an offer nearer the unions' position after winning the arbitration.

Leaders of the EETPU electricians' union, which plo-neered strike-free deals and has a single-union deal with Sanyo, claimed the result rebutted other unions which attacked the EETPU's stance. Under pendulum arbitration. the arbitrator has to choose either the union's final claim

or the employer's final offer.

diagnosting rheumatoid arthritis and other illnesses, and for predicting the risk of heart attacks. It hopes to have the first 13,000 sq land, including a 45 acre former fit of its 40,000 sq ft plant operating by next January, bevelopment Agency purchased from Scott Lithgow.

# If a child is sold a pack of twenty Want the same.



It's illegal to sell cigarettes to anyone apparently under 16, even if they're for someone else. Maximum penalty £400 fine.



## **UK ECONOMIC INDICATORS**

176.0 2,565 2,531 Red que.
Red que.
1967
Jes que.
Red gur
del gu 184.9 187.4 181.0 198.0 868.0 868.0 868.0 198.4 198.4 198.4 208.3 208.3 208.3 208.3 139,8 128,7 121,4 129,4 139,5 131,2 131,2 131,4 131,4

11

# BUSINESS ABOUT GREATEST

On April 18th, we will unleash a new microprocessor that will make computers several times faster and more powerful than they've ever been before.



\*Reduced Instruction Set Computer
© Motorola 1988

## **UK NEWS**

# Increase your yield through Private Banking

## Invest-Loan

mass selection (大学さま) (Application of the feature of Application of Application

With an Invest-Loan you can borrow up to four times you own investment. It works like this - you invest say USD 25,000. We then add to that a loan of USD 100,000 raised in a low-interest currency (DEM or CHF). The total amount (USD 125,000) will then be invested in several high-interest paying currencies. The result for you will be a profit on the difference in interest rates, plus the return on your own investment.

Depending on the market conditions, your final yield will increase or decrease, but with a five-year term Invest-Loan you don't have to care about temporary fluctuations, but consider it as a long



Please send further information about:  Invest-Loan Private Banking	- S06403
Name	
Street	
Postal Code City	
Country	
Risphone	V

Private Banking

You can choose from various types of investments in

and Portfolio Management.

 A fast and efficient service •Many years of experience with inter-

No Danish taxes

Private Banking (International). High interest pay-

ing accounts in all major currencies, ECU-

Accounts, Dan- Certificates, Securities

No charges for maintaining an

national customers from more than

Notice to the Warrantholders of

## YAMAHA MOTOR CO., LTD.

U.S.\$100,000,000 3 1/8 per cent. Guaranteed Notes due 1991 U.S.\$100,000,000 3 1/4 per cent. Guaranteed Notes due 1992 with Warrants to subscribe for shares of common stock of Yamaha Motor Co., Ltd.

Pursuant to Clause 4 of the Instrument and Condition 11 of the Terms and Conditions of the Warrants, we hereby notify as follows:

1. The Board of Directors authorised on 11th Merch, 1983 to effect a free distribution of shares at the rate of 0.15 share per one share held as of 31st March, 1988 Tokyo Time (the record date). 2. Accordingly, the Subscription Price will be adjusted pursuant to Clause 3 of the Instrument and Condition 7 of the Terms and Conditions of the Warrants effective as from 1st April, 1988 Tokyo Time.

(1) U.S.\$100,000,000 3 1/8 per cent. Guaranteed Notes due 1991 Subscription Price before adjustment: Subscription Price after adjustment: Yen 593.00 (2) U.S.\$100,000,000 3 1/4 per cent. Guaranteed Notes due 1992 Subscription Price before adjustment: Yen 861.00 Subscription Price after adjustment:

Yamaha Motor Co., Ltd. 2500 Shingai, Iwata City, Shiznoka, Japan

## Irish group strikes gold in Scottish Highlands

ENNEX International, the Dublin based exploration company, said yesterday that results of a recent drilling programme con-firmed it has discovered the first substantial gold and silver esource in Scotland.

The company had lodged a planning application to carry out underground exploration work and, if the early results are confirmed, "rapid development of the gold-silver deposit will follow." Ennex, which since 1984 has sen quoted on the Loudon and

Dublin Unlisted Securities Markets, has a 93 square mile licence area at Cononish, in the Western Highlands of Scotland, 60 miles

It said results from a 26-hole drilling programme indicated a geological ore reserve of 525,000 short tons (2,000 lb) containing 0.22 troy ounces of gold per ton, or a total of 115,500 troy ounces, plus 1.67 troy ounces per ton of silver (876,000 ounces in total).

Bulk samples were being tested and initial testwork on drill core samples indicated that more than 94 per cent of the gold could be

The company suggested the discovery "gives added significance to other similar mineralised structures on Emer's properties in the immediate vicinity." Ennex said it also hoped to produce gold in Northern Ireland projects as early as next year.

However, there were still three hurdles to be overcome: the suc-cessful completion of under-ground assessment; a decision on the mining method to be used; and the granting of planning per-mission by the end of this year.

Ennex has licences covering 310 square miles in the Sperrin Mountains area at Curraghinalt and hopes to lift production to 500 tonnes a day to produce an annual 30,000 troy ounces of gold.

Trom around the world and develop an inter-trading economy in speciality chemicals and feed-stocks that can be shipped anywhere. Chemical companies in the Far East are likely targets.

BUD has opened an office in

# Foreign subsidaries face sharply higher tax bills

lenge the capital structures of companies' subsidiaries in panies have been under attack

Co-operation and Development paper on capital structure, issued last autumn. Experts fear that this will lead to a formal Revenue statement on structure which will cause sharp increases in the tax bills of foreign companies' subsidiaries in the UK.

Some companies have got around UK tax by financing their

These "thinly capitalised" com-

To support its case, the Revenue has surveyed the capital structure of UK companies and is

around UK tax by financing their subsidiaries with debt rather than equity, the inland Revenue to companies that the tax is lost each year by companies than equity, the inland Revenue ture. Even at 21 or 3:1, these capital.

THE ATTRACTION of the UK as a European base for foreign companies could be in jeopardy if the tax authorities continue to challenge the certified structure of the certified structure

As well as influencing declsions on inward investment, a Britain, tax experts warn.

Today sees the deadline for comments to the Inland Revenue and Organisation for Economic on an Organisation for Economic on an Organisation for Economic on a purposes.

The Inland Revenue has argued that some of their debt should be redefined as equity for lished in the UK who have previously agreed their structure with

structure of UK companies and is using this as a starting point for already launched attacks on thin negotiations with taxpayers. Its capitalisation, with Australia last survey is believed to show an autumn announcing an equi-average equity/debt ratio of ty/debt ratio for tax purposes. around 1:1. The Revenue yesterday

Observers fear that the tax declined to estimate how much

# Teesside set for multi-million pound chemical industry project

BY IAN HAMPLTON FAZEY, MORTHERN CORRESPONDENT RITISH URBAN Development

(BUD), the new consortium of 11 large UK construction, property and civil engineering companies, yesterday announced a marketing strategy to turn Teesside into the world capital of the chemical

The project involves char the image of the struggling English north-east and attracting job-creating investment worth hundreds of millions of pounds. The area already houses one of

Europe's biggest concentrations of petrochemical industry and has outstanding decepwater berthing facilities.

The aim is to use 1,000 acres of reclaimed or currently derelict

land to attract other companies from around the world and develop an inter-trading economy in speciality chemicals and feed-stocks that can be shipped any-

the headquarters of the Teesside
Development Corporation, the old Middlesbrough docklands
Government's main agency for to convert the disused area for
regenerating the area. BUD will housing, leisure and offices and
spend £40,000 in the next two
months on studies by surveyors,
engineers and architects and then use the results in a world. then use the results in a worldwide marketing campaign with the TDC to international chemi-

taken place with some of the cologically important feeding companies, which Mr Hartley Booth and Mr Duncan Hall, the respective chief executives of BUD and the TDC, describe as promising enough to encourage like this land. promising enough to encourage the initial spending.

The project is the first by BUD, which was itself launched only three weeks ago by AMEC, Alfred Hartlepool Port Authority.

McAlpine, Sir Robert McAlpine, Mr Ron Norman, chairman of the TDC, costain, John Laing, Mowlem, Tarmac, Taylor Woodrow, Trafalgar House and Wimpey.

BUD will also work with the

The 5.000 acres of land surrounding the chemical industry development site will also be developed - but as a conservation Preliminary talks have already area. It includes Seal Sands, an

Norsea. Much of the land involved is owned mainly by Rank Hovis MacDougall, ICI, British Steel and the Tees and

## NOTICE OF REDEMPTION

## To the Holders of UNITED KINGDOM

Fifteen Year 8%% Bonds Due 1993

NOTICE IS HEREBY GIVEN that, pursuant to the provisions of the Fiscal Agency Agreement dated as of May 1. 1978 and the Terms and Conditions of the Bonds, Morgan Guaranty Trust Company of New York, as Fiscal Agent, has selected \$33,400,000 principal amount of the 8% Bonds due 1993, for redemption on May 1. 1988 for the mandatory and optional Sinking Funds at 100% of the principal amount thereof plus accrued interest to the redemption date as follows:

OUTSTANDING BEARER BONDS OF \$5,000 CALLED IN FULL EACH BEARING THE FOLLOWING DISTINCTIVE NUMBERS:

1510 2938 2955 2980 3010 3038 4559 14829 1513 2939 2965 2981 3019 3039 7857 15685 1514 2943 2967 2983 3020 3042 8167 15886 1522 2945 2970 2996 3022 3101 1884 15689 1329 2945 2970 2996 3022 3101 1884 15689 1329 2946 2973 2997 3030 3359 14250 15690 1531 2947 2976 3022 3033 4251 14824 15692 2933 2950 2977 3003 3035 4551 14826 15694 2937 2953 2979 3008 3036 4557 14828 15699

	OUISTANDIN EACE				NCTIVE NUM		ıev
	Prioripal Assumet to be Redected	Number (	Principal Assess to be Redected	Name '	Principal Amount to be Redecard	Sunder	Principal Assess to be Referenced
\umber 4190	\$ 3,000		8 17.000	12474	\$ 6,000	12513	
4236	25.000	12212	1.000	12478	4.000	12516	3,000
	25.00G	12227		12481	1,000	12517	5,000
4238			2,000	12482		12517	95,000
4242	25,000	13349	4.000		1,000		
5483	1,000	12362	1.000	12484	2,000	12520	1,000
5181	1,000	12362	3.000	12485	2,000	12521	4,000
5445	1,000	12388	610,000	12488	17,000	12522	9,000
1466255	560,060	12390	500,000	12489	24,000	12533	5,000
10919	500,000	12392	500.000	12490	3,000	12526	1,000
149623	[KX),(XN)	12394	500.000	12491	5,000	12528	1.000
1062 (	500,000	12454	2.000	12492	114,000	12529	1,000
11115	500,000	12455	13.000	12493	131,000	12531	3,000
11921	SEXT, CLUB	12456	89.000	12494	9,000	12533	3.000
11921	500,000	12461	2.000	12495	3,000	12534	2,000
11027	500.000	12462	3.000	12496	3,000	12535	5,000
11935	\$001_UOD	12463	4,000	13497	8.000	12537	1,000
11937	100,000	12464	8.000	12498	9,000	12538	20,000
11946	100,000	12465	6.000	12499	6,000	12539	1,000
11948	175,000	12466	5.000	12500	6,000	12545	2,000
11957	540,000	12467	4,000	12501	1.000	12553	230,000
11959	689,000	12468	8,000	12502	9.000	12555	8,000
11973	500,000	12469	5,000	12508	1.000	12556	19.742.000
	COLUMN COLUMN	10450	2.000	10510	-1,000		

Payment will be made on May 1. 1988 for the bearer Bonds selected for redemption upon presentation and surrender of said Bonds with coupons due November 1. 1988 and subsequent coupons attached at the main offices of the Fiscal Agent in London and Brussels and the Bank of England in London. No payment on any bearer Bond will be made at the Corporate Trust Office of the Fiscal Agent or any Paying Agent in the United States, nor, except as otherwise permitted by U.S. Treasury Regulations without adverse tax consequences, will any payment be made by transfer to an account maintained by the payee in, or by mail to an address in, the United States, Coupons due May 1. 1988 should be detached and collected in the usual manner.

Payment will be made on May 1. 1988 for the portion of the registered Bonds selected for redemption upon presentation and surrender of said Bonds at the Corporate Trust Office of the Fiscal Agent. 30 West Broadway. New York, New York 10015 or at the above mentioned offices. The holder of a registered Bond, a portion of which has been selected for redemption, shall upon surrender thereof receive, without charge, a new Bond or Bonds, in aggregate principal amount equal to the portion thereof not selected for redemption. Payment of registered interest due May 1. 1988 will be made to the registered holders by check in the usual manner.

On and after May 1. 1988 interest shall cease to accrue on the Bonds or portions thereof berein

1. 1988 will be made to the registered holders by check in the usual manner.

On and after May 1. 1988 interest shall cease to accrue on the Bonds or portions thereof berein designated for redemption.

Payments at the office of any Paying Agent outside of the United States will be made by check drawn on. or transfer to a United States dollar account with, a bank in the Borough of Manhattan, City and State of New York. Any payment made within the United States or transferred to an account maintained by a non-U.S. payee with a bank in the United States may be subject to reporting to the United States Internal Revenue Service (IRS) and to backup withholding at a rate of 20% if payees not recognized as exempt recipients fail to provide the paying agent with an executed IRS form W-8 certifying under penalties of perjury that the payee is not a United States person. Payments made within the United States to non-exempt U.S. payees are reportable to the IRS and those U.S. payees are required to provide to the paying agent an executed IRS Form W-9 certifying under penalties of perjury the payee's taxpayer identification number (employer identification number or social security number, as appropriate) to avoid 20% withholding of the payment. Failure to provide a correct taxpayer identification number may also subject a U.S. payee to a penalty of \$50. Please therefore provide the appropriate certification when presenting your securities for payment.

our securities for payment. It is suggested that each holder consult his own tax advisor concerning his particular tax

THE LORDS COMMISSIONERS OF HER **MAJESTY'S TREASURY** 

Dated: April 1, 1988

The following registered Bonds each bearing the following distinctive numbers previously called for redemption have not as yet been presented for payment:

	Prioripal Amogal to be		Prioripal Amount to
Number	Redermed	<b>Tember</b>	Bedressed
3458	\$ 3,000	11473	\$ 1,000
4235	25.000	12259	3.000
4239	25,000	12432	1.000
4241	25,000	12260	77.000
4563	3,000	12396	2.000
10075	141,000		2,00

is amnouncement is neither an after to purchase nor a solicitation of an after to sell these scurities. The Offer is made solely by the Offer to Purchase dated March 31, 1923 and the related Letter of Transmittal which will be mailed to holders of these securities upon their request, and is not being made to, and tenders will not be accepted from holders of these securities in any purisdiction where the making or acceptance thereof would not be in compliance with the securities lawn of such jurisdiction.

**Notice of Offer** 

## The Yankee Companies, Inc.

to Purchase The Outstanding Principal Amount of

## YFC International Finance N.V.

7½% Convertible Subordinated Bonds Due 1998 (\$4,994,000 Aggregate Principal Amount Outstanding) for \$100 Cash and 260 Shares of Common Stock of The Yankee Companies, Inc. Per \$1,000 Principal Amount

The Yankee Companies, Inc., a Maryland corporation (the "Company"), is offering to purchase all of the outstanding 7%% Convertible Subordinated Bords due 1998 (the "Boads") of YFC International Finance N.V., a Netherlands Antilles corporation ("YFC"), which is a wholly-owned subsidiary of the Company, at a cash purchase price of \$100 cash and 260 shares of Common Stock, \$.10 par value, of The Yankee Companies, Inc., per \$1,000 principal amount, on the terms and conditions set forth in its Offer to Purchase dated March 31, 1988 (the "Offer to Purchase") and the related Letter of Transmittal, which are hereby incorporated by reference. The Offer to Purchase and the Letter of Transmittal together constitute the "Offer". Tenders of the Boods in denominations of other than \$1,000 may be made, in which case, the purchase price will be adjusted proportionately. Compons relating to the May 15, 1988 interest payment and subsequent compons abould be attached to all tendered Bonds. No payment of any accrued interest will be made on any Bonds purchased pursuant to the Offer, but interest will be paid on the cash component of the Offer at a rate of 7%% per annum, accruing from February 26, 1988 until the Expiration Date. Should the Offer be extended past the May 15, 1988 interest payment on the Bonds, the purchase price will be reduced by an amount equal to the sum of such payment and interest thereon from May 15, 1988 to the Expiration Date. The Company presently owns \$10,006,000 principal amount of the Bonds, which it acquired from certain bolders of the Bonds pursuant to an agreement dated as of Jannary 26, 1988. The purpose of the Offer is to extend the terms of this agreement to the holders of the remaining outstanding Bonds.

THE OFFER WILL EXPIRE AT 5:00 P.M., LOCAL TIME OF THE APPLICABLE DEPOSITARY ON APRIL 27, 1988 (THE "EXPIRATION DATE"), UNLESS EXTENDED BY THE COMPANY. BONDS TENDERED MAY BE WITH-DRAWN AT ANY TIME PRIOR TO THE EARLIER OF ACCEPTANCE FOR PAYMENT OR MAY 25, 1988.

THE OFFER IS NOT CONDITIONED ON ANY MINIMUM PRINCIPAL AMOUNT OF BONDS BEING TENDERED.

OF BONDS BEING TENDERED.

IMPORTANT INFORMATION CONCERNING THE COMPANY AND ITS RECENTLY CONSUMMATED REORGANIZATION PLAN IS SET FORTH IN THE
PROSPECTUS DATED MARCH 28, 1988 OF THE COMPANY (THE TROSPECTUST),
WHICH IS BEING FURNISHED TO EACH HOLDER OF THE BONDS ALONG WITH
THE OFFER TO PURCHASE, AND IS HEREBY INCORPORATED BY REFERENCE,
ALL SUCH INFORMATION SHOULD BE REVIEWED CAREFULLY, NEITHER
THE COMPANY NOR YFC NOR ANY OFFICER OR DIRECTOR OF EITHER MAKES
ANY RECOMMENDATION TO ANY BONDHOLDER AS TO WHETHER TO TENDER OR REFRAIN FROM TENDERING BONDS. NO OFFICER OR DIRECTOR OF
THE COMPANY OR ANY PERSON OR ENTITY AFFILIATED WITH THEM PRESENTLY INTENDS TO TENDER BONDS, IF ANY, OWNED BY HIM PURSUANT TO
THE OFFER. EACH BONDHOLDER MUST MAKE HIS OWN DECISION WHETHER
TO TENDER BONDS AND, IF SO, HOW MANY BONDS TO TENDER.

ANY DETACH WISHING TO REACH BONDS SHOULD FOR THE INSTRUCTIONS SET FOR THE MESSING.

Any person wishing to tender Bonds should follow the instructions set forth under the heading "Procedure for Tendering Bonds" in the Offer to Purchase. Bequests for copies of the Offer to Purchase, the related Letter of Transmittal and the Prospectus, or assistance concerning the Offer may be directed to the Company at the address and telephone number set forth below.

The Depositaries

Bankers Trust Company Corporate Trust and Agency ceipt and Delivery Windows 128 Washington Street New York, New York 10006

nkers Trust Com hwood House London EC2P 2EE

Swiss Bank Corporation

For information contact: The Yankee Companies, Inc.

400 Atlantic Avenue Boston, Massachusetts 02110-3392 (617) 482-6100

# Steel 'surprised' at leadership backing

THE CONTINUING uncertainty over whether or not Mr David Steel, who led the former Liberal Party, will stand for the leader-ship of the Social and Liberal Democratic party was heightened yesterday when he disclosed that two-thirds of the parliamentary

party want him to run.

Mr Steel, the joint interim
leader of the Democrats, said that
he had been "pleasantly surprised" by the force of opinion expressed by fellow MPs, but that their views would not be the

He is also known to have the support or major party ingures such as Mrs Shirley Williams and Lord Jenkins of Hillhead, two of the 'gang of four' founders of the original Social Democratic Party. Speaking at Westminster, Mr Steel said he had not disguised his opinion that a new party ought to have a new leader and his view remained unchanged. He said that he would neverthe-less consider what had been said

Mr Steel said that one third of the party's 19 members of Parliament did not want him to stand, but he stressed that they remained divided on who would make the best leader.

Nominations for the leadership content will open on June 17 and close a week later. Ballot papers will be issued at the beginning of July and the result will be known on July 28.

All leadership contenders have

inning doubts within the party about the attractions of the alter-native candidates, could prove sufficient to overcome Mr Steel's reluctance to stand.



David Steel: weighing the options for the SLDP

tinue leading a party after nearly to him before making up his 12 years as leader of the Liberals. Nominations for the leadership

remained divided on who would make the best leader.

The latest evidence of strong parliamentary support for a Steel leadership, combined with continuous dashte within the party to more true and the May local concentrate on the May local. concentrate on the May local elections.

Some party leaders, however, believe that, with the local elections out of the way, pressure for He made clear yesterday that the decision to be made centred ship candidates will mount rapon personal considerations and whether he was prepared to con-

3 34

in the second

----

## International Appointments



Required by the WORLD FOOD PROGRAMME at Rome Hea INTERNAL AUDITOR

The World Food Programme (The Food Aid Organization of the United Nations System) has a vacancy in Rome in its Internal Audit office. Applications would be welcome from qualified members of internationally recognised accountancy institutions. Candidates should preferably also have a degree in Business Administration or other relevant field, a minimum of seven years post-qualification varied audit experience, preferably recent and with a substantial firm; some knowledge of French or Spanish would be an asset; be willing and able to travel to third world countries,

The initial appointment will be for three years, which is renewable. Starting salary, depending on qualifications and experience, will be from US\$30,275 to US\$39,761 net. tax free plus allowances, cost of living adjustment, relocation grant, education grant and other benefits of the International civil service. Duty Station: Rome, Italy.

Full curriculum vitae should be addressed to: The Director of Personnel, World Food Programme, Via Cristoforo Colombo 426, 00147 Rome, Italy

Correspondence should be postmarked by 30 April 1988 quoting VA OE-88-42

## CITYGROVE PLC

fully paid

\$815,792

£8,157,926

**48,973,718** 

Share Capital

Ordinary Shares of 10p each £1,660,000 7.75 per cent. Cumulative able Conventible

£10,800,000 £12,460,000

project

ed a

n interest national

Application will be made to the Council of The Stock Exchange for the whole of the issued share capital of Citygrove PLC to be admitted to the Official List. Details relating to Citygrove PLC and the above shares are available in the statistical services of Extel Statistical Services Limited. Copies of the listing particulars may be obtained during usual business hours on any weekday (Saturdays and public holidays excepted) up to and including 14th April, 1988

Hill Samuel & Co. Limited. 100 Wood Street, London EC2P 2AT Citygrove PLC

77 South Audley Street,

London W1Y 5TA

Company Announcements Office 46-50 Finsbury Square London EC2A 1DD

31st March, 1988

KLEINWORT BENSON FINANCE B.V. US \$150 million Floating Rate Notes 1996

(US \$100,000,000 having been issued as the Initial and Sole Tranche)

KLEINWORT BENSON LONSDALE plc

(which was substituted for Kleinwort Benson Finance B.V. as the principal debtor on 15th March 1985) For the six months 31st March 1988 to 30th September 1988, the Notes will carry a Rate of Interest of 74/s per cent. per annum with a Coupon Amount of US \$371.72

CHEMICAL BANK INTERNATIONAL LIMITED

Weekly net asset value as at 28/3 Tokyo Pacific Holdings Seaboard) N.V. I issed on the Amsterdam

Stock Exchange

Piesson, Heldring & Piesson NV.

REPPON MOGAKU K.K. 11.8. \$25,990,890 5% per cent. U.S. Dellar Convertible Debestores Due March 31, 1992 OTICE IS HEREBY GIVEN THAT: tive seef April 1, 1985 Nippon Kon age its English came to Nikos ("

(Nippos Kogaku Kogyu Kabushiti Raisha) Bir The Bank of Biryo Trust Company, us Firm! Agres.

# sveimer

U.S. \$100,000,000

Floating Rate Participation Certificates Due 1992 issued by Morgan Guaranty GmbH for the purpose of making a loan to

Istituto per lo Sviluppo Economico dell'Italia Meridionale (a statutory body of the Republic of Italy incorporated under Law No. 298 of April 11, 1953)

In accordance with the terms and conditions of the cates, the rate of interest for the Interest Determi Period 31st March, 1988 to 29th April, 1988 has been fixed at 71/4%. Interest accrued for the above period and payable on 29th July, 1988 will amount to US\$57,40 per US\$10,000 Certificate.

Agent Morgan Guaranty Trust Company of New York London Branch



## Bank of Montreal

£100,000,000.

Floating Rate Deposit Notes due 1994

Notice is hereby given that the Rate of Interest for the three month period 30th March, 1988 to 30th June, 1988 has been fixed at 8% per cent. The amount payable on 30th June, 1988 will be £111,54 per £50,000 Deposit Note and £1,115.44 per £50,000

Morgan Guaranty Trust Company of New York

Scandinavian Finance B.V £20,000,000

Sterling Floating Rate Notes 1990 Scandinavian Bank Group plc For the three months 30th March, 1988 to 30th June, 1988

The rate of interest has been fixed at t per curt and the interest payable on relevant interest payment date, 20th June, 1988 against Cospon No. 3; will be £23.95. Agent Bank: Morgan Guaranty Trust Company

Wells Fargo & Company

U.S. \$150,000,000 Floating Rate Subordinated Notes

due 1992 In accordance with the

In accordance with the provisions of the Notes, notice is hereby given that for the Interest period 31st March, 1988 to 29th April, 1988 the Notes will carry an Interest Rate of 6-9125% per auntum. interest payable on the relevant interest payment date 29th April, 1988 will amount to US\$55-68 per US\$10,000

Agent Bank: Morgan Guaranty Trest Company of New York London

and the service of

## FT LAW REPORTS

# Panel fair to Guinness

TAKEOVERS & MERGERS EX PARTE GUINNESS pic Queen's Bench Division, Divisional Court: (Lord Justice Watkins. Lord Justice Russell and Mr Justice Tudor Evans): March 29 1988

THE TAKEOVER Panel's decision that the Distillers take-over was effected by a Guinness con-cert party in breach of the City Code, was not invalidated by lack of evidence from those co prising the concert party, in that despite substantial reliance on nearsay and inference, there was sufficient evidence to justify its lecision. Also, the Panel's lack of consideration in refusing Guinness a short adjournment of some weeks to prepare its case was not unfair in that it was doubtful that additional material would have been available in that time. The Panel's refusal to grant an adjournme sublication of a DTI inspectors report was not unfair, in that it weighed all proper consider-ations and hore the right legal principles in mind.

The Divisional Court so held when refusing applications by Guimess plc for judicial review of the refusal by the Panel on Takeovers and Mergers to adjourn a hearing arising out of Guinness's takeover of Distillers Co plc, and of its decision at that hearing that Guinness was in breach of the City Code on Takeovers and Mergers. LORD JUSTICE WATKINS said

that in early 1986 Distillers was the subject of competing takeover bids from Argyle Group and

By April 17 1986 each had acquired shareholdings of just under 15 per cent in Distillers. About 3 per cent of the whole share capital was held for clients by Mercury Warburg Investment at Ltd.

By mid April the Argyle cash alternative offer to Distillers shareholders stood at 660 pence per share, and the similar Guin-ness offer at 630 pence per share, On April 17 Warburg put on the market its entire holding of 10.6m Distillers shares. They were bought at 705 pence per share by Cazenove, one of Guinness's stockbrokers, for Pipetec, a Swiss finance company wholly-owned by Swiss bank, Bank Leu. The Executive of the Takeover Panel investigated. On April 17 it received assurance from Guinness director. Mr Olivier Roux. that there were no arrange

acting in concert.

On April 18 1986 a letter from Pipetec to Guinness director, Mr Ward, stated that it had, on his instruction, bought £75m-worth of Distillers shares and that Guinness had undertaken to repurchase the shares within days. The letter appeared to be countersigned by Mr Ward.

On December 1 inspectors were 

The Guinness board was reorganised in the middle of January 1987. The new board had doubts as to the authenticity of the Pipe-

inspectors had been appointed, it facilities of the UK securities must await the outcome of their markets conducted themselves enquiries before publishing find according to its rules.

Financial Services (Discount of Information) (Designated Authorities No 2) Order 1987. The effect ful.

Mr Oliver for Guinness and Mr Oliver for Guinness and Mr Oliver for Guinness and Mr was to permit disclosure to the Panel by the DTI of information Buck to which it would not otherwise the entitled, providing the disclosure was to enable the Panel to tice. lischarge its function

ischarge its functions.

That enabled the DTI to provide the Panel with a copy of the Pipetec letter. It was learnt that the inspectors' report would take

tember 2.

On Angust 12 Mr Walker-Arevidence from the persons nott for Guinness sought deferral of the projected hearing for a limited time or at least until the main actors on the Guinness side were not before the Panel; that

able. The Panel refused.

Mr Robert Alexander QC was
Chairman of the Panel. In his draft reasons he said that the material to be put before the Panel on September 2 suggested there was a case to be enquired into as to whether Guinness and Pipetec acted in concert to make purchases resulting in inequality to Distillers shareholders. At the September 2 hearing Mr

in being which might suggest could have had some very reveal- been granted.

Guinness had infringed rule 11.1 of the City Code on Takeovers and Mergers, in that the existence of a concert party between Guinness and Pipetec had been established.

Rule 11.1 provided that where 15 per cent or more shares were purchased for cash the offer should "except with the consent appointed by the Secretary of of the Panel . . be not less than State for the Department of the highest price paid by the

The rule was designed to uphold the principle that there should be equality of treatment for shareholders of the company which was the subject of the

the letter of April 18.

Unaware of the Pipetec letter, the Panel issued a statement on the Panel issued a statement on wished to take advantage of the UK securities

ings of its own.

On May 11 the Panel became a "designated authority" by the Financial Services (Disclosure of the decision that it had infringed

Buckley for the Panel agreed that the Panel was obliged to act fairly according to natural jus-

Mr Oliver submitted that fair ness in the present context required that the hearing be adjourned at least until after publication of the inspectors' report. much longer than anticipated. He maintained, rightly, that The Panel decided to re-examine the takeover. On July 31 its Executive told Guinness to be prepared for a panel hearing on September 2.

On August 12 Mr Walker-Arnott for Guinness sought deferral alleged to have composed it

the Panel relied to a substantial extent on hearsay evidence; and that the main and most important inferences drawn were from documents, the makers of which the Panel neither saw nor heard.

Granting or refusing an necessary inferences to that end adjournment was very much a matter of discretion for a judge or tribunal such as the Panel.

There was no difficulty in Walker-Arnott applied again for accepting that a short adjourn-an adjournment. He was unsuc-cassful. The hearing took place. required to give Guinness the oral evidence was given on fullest opportunity to meet variebalf of the Executive, Cazenous matters. Whether additional ove, Morgan Grenfell (merchant bankers to Guinness), and Guinness, and Guinness. A number of persons who material was to hand could have

us by their absence. clude that a short adjournment.

The Panel concluded that woul have done tellingly more to allow Guinness to prepare a bet-ter presentation, there would have been no hesitation in saying there was unfairness or breach of

natural justice. Lack of consideration there was, but that did not amount to

breach of natural justice. Mr Oliver maintained that the refusal to adjourn until publica-tion of the inspectors' report was plainly unreasonable and unfair. He said Guinness had no evidence of its own to tender to the Panel. The only persons with power to compel evidence were the inspectors, who might pro-vide valuable information which would have the effect of revers-

ing the Panel's decision. There was nothing irrational or unreasonable about the Panel's refusal to adjourn. The Panel considerations, including the kind and scope of available evidence, and it approached those considerations with the right legal principles in mind.

Mr Oliver said the Executive denied a fair trial to Guinness, was unjustified on the evidence He said no reasonable Panel could have reached it.

Judicial review was not an appeal from a decision, but a review of the manner in which the decision was made - see North Wales Police [1982] 1 WLR 1155,1174. One must therefore look at the manner in which the decision was made, comprehending not only the procedures adopted, but also the quality of the evidence at the Panel's disposal and Guinness's caracity, on that evidence, to cast doubt on the allegation that the takeover was effected by a concert party in

Guinness was not denied its right to be treated fairly. There was no procedural impropriety, There was sufficient evidence to allow the Panel to decide as it did, having drawn a number of

The applications were dis-

Lord Justice Russell and Mr Justice Tudor Evans agreed.

For Guinness: David Oliver OC and Patrick Elias (Herbert Sm For the Panel: Roger Buckley QC and Paul Walker (Durrant Piesse)

> Rachel Davies Barrister

## THE FORMOSA FUND

Further to the announcement of March 15, 1988 by Kwang Hua Securities Investment & Trust Co., Ltd. with respect to the Formosa Fund, the City Bank of Taipei, custodian of the Fund, will remit the distributable investment profits for 1987 to Morgan Guarantee Trust Company of New York, Brussels Office, on March 31, 1988 for distribution to the holders of international depositary receipts.

The accountants of the Formosa Fund, Chiang, Lai, Lin, Touche Ross, offer the following information for the benefit of the holders of units and international depositary receipts that are not residents of the Republic of China. Pursuant to the Statute for Investment by Overseas Chinese and the Statute for Investment by Foreign Nationals, dividends paid to non-residents are taxed at the reduced rate of twenty percent (20%) per annum. The tax already levied against the Fund's realised gross income for 1986 and 1987 is NT\$16,854,995. Pursuant to the Income Tax Law, such tax must be withheld by the tax withholder, which is Kwang Hua Securities Investment & Trust Co., Ltd.

For the convenience of non-resident holders of units and international depositary receipts, it is further noted that the amount of income available for distribution following deduction of the income tax and other expenses (please refer to prior announcement for such expenses) is NT\$17,283,403. Of such amount, NT\$1,676,903 has been retained as a reserve, and NT\$15,606,500 or NT\$6.5 per unit will be distributed as the investment profits.

The original of this announcement is filed for reference at the office of the Fund manager, Kwang Hua Securities Investment and Trust Co., Ltd., and may be consulted to verify the accuracy of this copy.



## AECI Limited

(Incorporated in the Republic of South Africa)

**Notice to Preference Shareholders Dividend No 100** 

Notice is hereby given that on 9 March 1988 the Directors of AECI Limited declared a dividend at the rate of 5.5 per cent per annum for the six months ending 15 June 1988 payable on that date to holders of preference shares registered in the books of the Company at the close of business on 22 April

The dividend is declared in United Kingdom currency and cheques in payment will be posted from the offices of the transfer secretaries in South Africa and the United Kingdom on 15 June 1988.

Dividends payable from Johannesburg will be paid in South African currency at the rate of exchange ruling on 16 May 1988.

In respect of shareholders whose addresses in the share register are outside the Republic of South Africa, the dividend is subject to the deduction of non-resident shareholders' tax in terms of South African law.

Dividends payable from the United Kingdom office will be subject to such tax deductions as are prescribed by United Kingdom legislation unless a certificate exempting the shareholder concerned from such tax deduction is received before

the closing of the registers. Any change of address or dividend instruction must be received before the closing of the registers.

The transfer books and registers of members in Johannesburg and the United Kingdom will be closed from 23 April 1988 to 6 May 1988, both days

By Order of the Board

MJFPOTGIETER

Secretary

Carlton Centre Johannesburg 31 March 1988

Transfer secretaries: Consolidated Share Registrars Limited 40 Commissioner Street, Johannesburg, and Hill Samuel Registrars Ltd 6 Greencoat Place

London SWIP 1PL England

## **Company Notices**

## NOTICE OF MODIFICATION OF WARRANTS MITSUBISHI PLASTICS INDUSTRIES LIMITED

US\$50,000,000 1% per cent. Guaranteed Notes Due 1992 with Warrants to subscribe for shares of common stock of MITTSUBISHI PLASTICS INDUSTRIES LIMITED

NOTICE IS HEREBY GIVEN, in accordance with the Instruments by way of deed poll executed on 31st July, 1986 and 18th June, 1987, respectively, by Mitsubishi Plastics Industries Limited (the "Company") in connection with its issue of bearer warrants (the "Warrants") to subscribe up to ¥4,684,500,000.00 and ¥7,267,500,000.00 for shares of common stock of the Company, respectively, that the Company has executed two Supplemental Instruments by way of deed poll dated 30th March, 1988 modifying the terms of the Warrants. From 30th March, 1988 the Dividend Accrual Period defined in Condition 4 of the Terms and Conditions of the Warrants shall mean the three-month period from 1st January, 1988 ending on 31st March, 1988 and thereafter each sizmonth period ending on 31st March or 30th September in each year. This modification is made consequent to a resolution dated 30th March, 1988 of the general meeting of the shareholders of the Company changing the fiscal year of the Company.

Shares issued upon exercise of any Warrant during the period from 1st January, 1988 to 31st March, 1988 shall entitle the holders thereof to participate in full in any dividend on the Shares with respect to the entire three-month Dividend Accrual Period from 1st January, 1988 to 31st March, 1988 in accordance with Condition 4 of the Terms and Conditions of the Warrants. NOTICE IS HEREBY GIVEN, in accordance with the Instruments by

31st March, 1988

subishi Plastics Industries Litalied President and Representative Director Mitsubishi Bank Limited, London Branch As Principal Paying Agent

NOTICE OF ESTABLISHMENT OF THE INTEREST RATE FOR THE FIVE-YEAR PERIOD COMMENCING MAY 31, 1988

FORSMARKS KRAFTGRUPP AKTIEBOLAG

ECU 40,000,000 1983/1998 Retractable Bonds Unconditionally guaranteed as to payment of principal and interest by The Kingdom of Sweden

In accordance with clause (b) of paragraph "Interest" of the Terms and Conditions of the Bonds, notice is hereby given to Bondholders that for the five-year period commencing May 31, 1988 the Issuer has decided that the Bonds will bear interest at the rate of 7 1/2 % per annum.

Luxembourg, March 31, 1988



## Personal

## **FOR SALE**

Business and assets of an employment agency specialising in the supply of temporary personnel with annual turnover of approximately £800,000.

Wirtte to: **BOX NO. H3286** lai Times, 10 Campon Street, London EC4P 4BY

## INTERNATIONAL APPOINTMENTS

## **Management Accountant Knight-Ridder Unicom** London c£20,000 + car, bonus & benefits

Knight-Rider Unicom, a subsidiary of a major U.S. media group, has rapidly expanding international operations in some thirty countries. It provides clients with real time financial data via a worldwide communication network.

Reporting to the Financial Controller, the wide-ranging responsibilities will include the co-ordination of UK reporting, and the management and further development of computerised information systems. Career prospects within this growing company are excellent.

The successful candidate will be an ambitious qualified accountant, probably aged around 28, with a background of working to tight deadlines in a well controlled organisation.

Previous involvement with computerised systems is essential and experience of micro computer modelling techniques is highly desirable.

Personal skills must include a positive approach, determination, initiative and the ability to communicate at all levels.

Please reply to Lesley Bowden on 353 4861 Ext 239 in strict confidence with details of age, career and salary progression, education and

# **Ogilvy Group to have** change of chairman

THE US-BASED Ogilvy Group, mally take effect.
with worldwide interests in Mr Phillips wil

cides with a management realign-ment, including the departure of Un Mr Shuichi Taniguchi, head of tion

THE US-BASED Ogilvy Group, many take enect.

with worldwide interests in Mr Phillips will become chairadvertising, direct response, man of Ogilvy Group's executive ing manager for appliance, buildresearch, public relations consulfring, graphics, promotions and translations, is to have a new oversee the Group's interests in the company. He officer in May.

Scali McCabe Sloves, the creative spent a five-year period from 1970

Seculosci Mr Phillips has served about 29 officer in May.

Scali McCabe Sloves, the creative spent a five-year period from 1970

Seculosci Mr Phillips has served about 29 officer in May.

Scali McCabe Sloves, the creative spent a five-year period from 1970

Seculosci Mr Phillips has served about 29 officer in May.

chairman and chief executive officer in May.

Mr William E. Phillips, 58, has announced that he will be succeeded in these posts by Mr Kenneth Roman, 57, currently chairman of Ogilvy and Mather worldwide, the Ogilvy Group's largest operating company with 247 offices in 47 countries. Mr Company in 1978, a vice-chairman of the parent company in 1978, a vice-chairman in 1982.

He has spearheaded many of the parent company in 1978, a vice-chairman in 1983, the leading role will be declared to shareholders at a meeting in Worldwide in 1985 and chairman in 1980 and current Outward Bound campaign.

Capital markets unit for Daiwa Europe DAIWA EUROPE, a subsidiary of Daiwa Securities, one of the Big Corporate finance department.

The new division will include executive stablish a new capital markets division made up of Eurobond syndication and primary sales. Mr Yoshiharu Ohi, mary sales executives, and debt specialists from its corporate subspecialists from its corporate possibility for the remaining constituence group, Reuter reports.

The division's formation coincides with a management realignment, including the department of the corporate finance activities, consisting primarily of equity-related from said Mr Taniguchi as head of syndication and primary sales. Mr Taniguchi, an executive director who has served with executive director, will take responsible for new director who has served with executive director, will take responsible for new director who has served with executive director, will take responsible for new director who has served with executive director, will take responsible for new director who has served with executive director, will take responsible for new director who has served with executive director, will take responsible for new director who has served with executive director, will take responsible for new director who has served with executive director, will take responsible for new director who has served with executive director who has served with executive director, will take responsible for new director who has served with executive director, will take responsible for new director who has served with executive director, will take responsible for new director who has served with executive director, will take responsible for new director who has served with executive director, will take responsible for new director who has served with executive director, will take responsible for new director who has served with executive director who has served with executive director.

cides with a management realignment, including the departure of Mr Shuichi Taniguchi, head of eurobond syndication and primary sales have come under the jurisdiction of Dalwa's sion is designed to place debt specialists from syndication, sales have Securities, in Tokyo.

The capital markets unit chief will be Mr Nobuo Yonetani, man-tive director and currently head

## Chairman of Denison Mines dies

By David Owen in Toronto

MR STEPHEN Roman, the out spoken chairman and chief exec-utive of Toronto-based Denison Mines and a leading figure in the Canadian mining industry, has died suddenly at the age of 66.

He will be succeeded by his daughter, Ms Helen Roman-Barber, the vice-chairman since 1985.

Mr Roman held 29.5 per cent of Roman Corn. the owner of 36.7 Roman Corp, the owner of 36.7

Denison shares. The diversified energy, coal, uranium and potash producer has gone through a sticky patch in recent years as commodities markets turned against it. But profits rose in 1987 to C\$27.3m from the previous year's C\$18.8m.

Mr Roman arrived in Canada from Slovakia at the age of 16 in

per cent of outstanding Class A

1937. He made his first million in the American oil and gas sector, before buying control of the huge Denison uranium orebody in Ontario in the early 1950s.

KIM KUN, former president of the Korea Stock Exchange, has been named president of the State-run Bank of Korea (BOK), State-run Bank of Korea (BOK), AP-DI reports from Secul. Bank officials said last Friday that Kim, 58, took office that day, replacing Park Sung-Sang, who still had about a year of his term to complete. Government officials did not disclose the reason for Park's prolecement.

# Vice-chairman to leave Storagetek

STORAGE TECHNOLOGY (Storage-through to be one of the fastest agetek), a leading US manufactor on record. In addition. Mr Poppa turer of disk and tape drives for announced that Mr Stephen Jerritts, the MacGuire has rejoined Storage-through the company at the end of next for worldwide marketing and

Mr Ryal R. Poppa, chairman, ing and sales responsibilities prepresident and chief executive officer, stated: "I would like to "I am delighted that we were express our sincere appreciation able to attract an executive with for the contributions Steve made such a perfect fit to our needs at during the very successful finantibilities of rapid new product

list through to mid-1987. His participation over the last three years will have lasting, positive and industry sales experience to impact on Storagetek. We wish him well in the future endeavours he undertakes."

Founded in 1968, Storagetek itons with Sperry Rand Univac, itons wi

the company at the end of next for worldwide marketing and month.

Sales. He will assume all market-

during the very successful finantihis time of rapid new product clair reorganisation period of late installation and growth," Mr 1984 through to mid-1987. His par Poppa declared. "He brings a ticipation over the last three wealth of strategic marketing the strategic mar

each quarter, and its recovery sumer food units in Australia from a bankrupicy situation is and New Zealand.

# **Accountancy Appointments**

# FINANCE DIRECTOR

Commercial & Residential Mortgage Corporation

London from £25,000 plus "a share in success"

CRMC is a newly established mortgage company leading in both the commercial and residential sectors on clearly defined market opportunities. The strategic plans underpinning its launch realistically forecast exciting growth and profit projections over the first five years.

The company has impressive financial backing and the Finance Director, together with the newly appointed Director and General Manager, will work closely with the highly experienced non-executive members of the Board during this start

Thus, although the longer term prospects will give a broader managerial emphasia to this key role, the initial priorities will make this a "shirt sleeves" role.

responsibility and establish the policy and systems framework to support the company's growth. Candidates should be mature chartered accountants, with several years post qualification experience and preferably with some exposure to the mortgage/leading sector. They must have personal confidence, drive and a strong entremeneurial streak.

The remoneration package is geared to sharing in the success of the enterprise and will include profit related bonus and a share option scheme, besides the usual range of fringe benefits, Please write in confidence with full career details, quoting

# Financial Controller

## S. Herts.

Our client is the UK subsidiary of a major North American publishing house. Turnover in the UK has grown consistently and currently stands at £10m. The company is committed to further, significant expansion which it will achieve by a modure of organic growth and

Reporting to the Managing Director, the appointed will be a member of the executive team with the brief to supply a financial input to commercial decision making. There will be full involvement in strategic issues providing the opportunity to really participate in business development. Additional areas of responsibility will focus upon review of the company's computer systems needs, management information and statutory accounts, the planning cycle, cash flow and credit control and the investigation of potential acquisitions.

**Arthur Young Corporate Resourcing** 

## c.£30,000 + Car + Profit Share

Candidates will probably be graduate chartered accountants aged 30-35. A background in publishing or similar sales driven environment would be advantageous as would previous acquisitions experience. Personal skills will include flair and imagination, analytical ability and a thorough approach to problem solving. The role requires self confidence, determination and the inclination to work as part of a close knit team. This is an excellent opportunity to grow with the business with potential for a move into more general management or finance

Please reply in confidence, giving concise career, personal and salary details to: Brenden Keelan Ref ER 992. Arthur Young Corporate Resourcing, Citadel House, 5-11 Fetter Lane, London EC4A 1DH.



# **KPMG** Peat Marwick McLintock

**Executive Selection and Search** 9 Creed Lane, London EC4V 5BR.

# **Financial Controller**

## Covent Garden

c.£27,500 + Bonus + Car

Michael Page (UK) Ltd is a rapidly growing, highly profitable company, and is a market leading recruitment consultancy in the accountancy, 'City', marketing and legal fields, with exciting plans for future growth.

We require a Financial Controller who will be responsible to the Group Finance Director for total financial management of the company, including management and statutory reporting, budgetary control and treasury. Specific emphasis will be placed on the implementation of a fully integrated database system, management and motivation of a small team and contribution to the general management of an extremely dynamic business

Candidates, aged 27-32, should be graduate qualified accountants, with a strong track record of achievement gained at the sharp end of a fast moving commercial environment. Excellent communication skills, high levels of energy and

strong commercial flair are essential. Our company's continuing exponential growth ensures that long-term career prospects are excellent. If you feel that you can match our exacting standards and contribute to our future success, please write to Alan Dickinson ACMA, Deputy Managing Director, Michael Page (UK) Ltd, 39-41 Parker Street, London

WC2B 5LH (telephone 01-831 2000).

# Michael Page Partnership International Recruitment Consultants

London Bristol Windsor St. Albans Leatherhead Birmingha Manchester Leeds Glasgow & Worldwide

## RECRUITMENT CONSULTANTS GROUP

3 London Wall Buildings, London Wall, London EC2M 5PJ Tel: 01-5883588 or 01-5883576 Telex No. 887374 Fax No. 01-256 8501

Challenging high profile Head Office opportunity for an ambitious young accountant with corporate taxation background to broaden commercial experience in the Industrial field.

## DEPUTY GROUP FINANCIAL CONTROLLER AND TAX SPECIALIST

## MOLINS

**MILTON KEYNES** 

MOLINS PLC, A PUBLICLY QUOTED COMPANY, IS AN INTERNATIONAL PRECISION ENGINEERING COMPANY
DESIGNING, MANUFACTURING AND MARKETING SPECIALISED MACHINERY FOR THE TOBACCO, PAPER PACKAGING
AND BANK NOTE PRINTING INDUSTRIES. T/O IN EXCESS £100M.

We invite applications from qualified accountants, ideally with 1-2 years' post qualification experience in corporate tax management, who are seeking to develop their careers into a wider accounting role. The selected accountant, who will report to and deputise for the Group Financial Controller/Company Secretary, will be responsible in three main areas for: all aspects of the Group's taxation management; as part of the HO accounting team for corporate accounting and assisting with investigations into potential acquisitions; plus working on special studies and advising the company's six overseas subsidiaries and associates including USA, India and Brazil. Essential qualities are the ability to communicate effectively at all levels and to make a significant impact as part of a team from "day one". Initial salary negotiable £18,000-£22,000, contributory pension, free BUPA and relocation expenses where appropriate. Applications in confidence to: Tony Rist, Group Personnel Manager, Molins plc, Grafton Court, Winterhill, Childs Way, Milton Keynes, MK6 1AF. Telephone: 0908 663668.

# **GROUP FINANCIAL DIRECTOR**

International Responsibilities with Board-Level Prospects c.£30k+Car+Share Options

(Designate)

Senelco, jointly owned by the Sensormatic Electronics and Davy Corporations, is the highly profitable market leader in electronic tag retail security systems, with overseas subsidiaries in Australasia, Hong Kong, and the United States. The company continues to invest strongly in its Eureka intelligent tag system, which is presenting exciting world-wide opportunities in highly varied remote indentification and control markets.

AMEMBER OF ARTHUR YOUNG INTERNATIONAL

The successful candidate will be a fully qualified accountant with exceptional commercial acumen and drive. Applicants must be fully conversant with small computer systems, possess a sound knowledge of

company secretarial practice and have good interpersonal skills. Experience of equipment rental operations, contract negotiations and international

reporting and control would be particularly advantageous. Salary will be negotiable around £30,000 p.a., with valuable share options and a company car all being part of the comprehensive package. This is a highly visible appointment with excellent prospects of promotion to

Please write with CV in the first instance to Angela Wade, Seneico Ltd., Dormey House, Upton Road, Slough, Berks SL1 2AD.

# Treasurer

## Central London

As part of a planned programme of development and expansion, they are seeking an experienced professional to establish a treasury function.

Areas of experience considered essential, are:

\* exposure at a senior level to City based financial

\* the implementation of treasury management and

\* the establishment of new bank relationships;

reporting systems, cash management and foreign exchange.

to £40,000 + Benefits

Our client is a rapidly growing public company in the service

Great importance is attached to a professional approach, and sector, with interests both in the UK and Europe.

Great importance is attached to a professional approach, and the position would appeal to Assistant Group Treasurers in the position would appeal to Assistant Group Treasurers in major Pic's who, seeking rapid career development, would be attracted to an opportunity to head a department.

Candidates will be graduates in their mid thirties with either an accounting qualification and/or an MBA, and should possess the strong personal qualities necessary for success in

Interested candidates should write, enclosing a comprehensive curriculum vitae and daytime telephone number to Tony Martin, Executive Division, Michael Page Partnership, 39-41 Parker Street, London WC2B 5LH, quoting ref. 497,

Michael Page Partnership
International Recruitment Consultants

London Bristol Windsor St Albans Leatherhead Birmingham Nottingham Manchester Leeds Glasgow & Worldwide



The Touche Ross Guide to Business Responsiveness:

# times taking the balanced view.

In these fast-moving days of automation, the temptation for many business advisers is to rush up with mould-breaking ideas, as if 'revolutionary' was the only acceptable currency.

an to

etek

OR

There is a danger, however, when enthusiasm isn't tempered by experience.

So when Touche Ross were asked by S.WI.F.T. (The Society for Worldwide Interbank Financial Telecommunication) to review the procedures used to maintain control and security of the S.W.I.F.T. telecommunications system, we took each step very carefully.

A computer security review implicitly involves criticism, but the key

is to strike a balance (on one hand you can't be too lenient, on the other you mustn't suggest changes that are largely impractical). And with S.W.I.F.T.'s huge network (processing hundreds of millions of financial transactions each year for 2,500 banks across 54 countries) the sheer implementation of ideas is crucial.

So the Touche Ross team comprised computer audit, telecommunications, banking software and computer security specialists. They drew on information from S.WI.F.T. personnel, observed operating procedures, and examined paperwork by the metric tonne.

Did our final recommendations strike the right balance? With over

75 per cent of them implemented so far, we'd say so.

At Touche Ross we tackle projects larger than this - and very much smaller. If you'd like us to put our heads together on yours, get in touch.

Please telephone or write to Geoffrey Parker at our London office. You'll find us very responsive to the business problems you face.

For the sure touch, get in Touche.



# Financial Accounting Manager

en de la composition de la composition

to £30,000 + Car West London

This £3 billion UK Group is already a powerful trading force in a highly competitive retail market. Current major business developments are providing both challenge and stimulus to a vigorous and cohesive

management team.

The Financial Accounting Manager is a senior member of a finance function which enjoys a strong profile within the organisation.
The need is for a high calibre professional to lead a team of eighteen in providing key financial information, close asset control and full statutory accounts. This is a complex and sophisticated computer environment demanding a progressive and proactive management approach and the interpersonal skills to influence at all levels.

Applicants should be graduate account to the interpersonal skills to influence at all levels.

for large scale financial operations in addition to first class technical abilities. Age guideline – 30's. Please reply in confidence quoting Ref E119 to:

Margaret Mitchell Mason & Nurse Associates 5a Station Road, Egham Surrey TW209LD. Tel: 0784 71255 Offices in London, Birmingham and Egham

Mason & Nurse

# Selection & Search

# Accountancy Personnel Placing Accountants First

TNT Express THT Express UK Lad in a second th area.

## CAN YOU DELIVER THE GOODS? **North West** £16,000+car+benefits

need for a young qu

countaincy Personne



## FINANCIAL DIRECTOR DESIGNATE

North Manchester

Our client, the LIK market leader in a highly specialised section of the textile indus mently enjoying a period of dramatic and eneion. As a resolt, vous skills are now red the finance function and lead the corr

if you enjoy a practical approach to menegement with a high personal insut in day to day matters, this position represents a superb opportunity to build a long term a socure yet dynamic environs



Accountancy Personnel, 2 Southernhay West, Sester EX1 1JG,

49 King Street,

let: 061 834 9733

## YOUR ROLE IN PRACTICE DEVELOPMENT

Exeter

A Senior Personal Tax Manager is sought by the Exster Office of Ernst & Whinney to take on a broad, demending but ultimetely very challenging role. As a qualified or Certified Accountant, having trained and qualified with a large or medium sized ractics, considerable experience will be expected in Personal Tax consultance. Sinancial planning, inheritance tax, Lloyds underwriters and domicile changes. The willingness to bacome involved in practice develops



## RECENTLY QUALIFIED: A CHALLENGING OPPORTUNITY £18-25,000+Car

Center LE1 STR

# **FINANCE** DIRECTOR

**Southern Home Counties** c.£40,000 + car**FCAs 40+** 

Our client is a major estate agency/financial services group operating nationwide and seeking to recruit a Finance Director to take responsibility for a significant part of the group's interests in Southern

Reporting to the Divisional Managing Director, the role will cover responsibility for statutory accounts, monthly/annual financial and management accounts, the preparation of annual budgets, budget variance analysis and remedial action, credit control, development of computer based accounting systems, acquisitions and integration of recently acquired subsidiaries.

Candidates (male or female) should have experience of financial control in a similar sector or in industry and be able to demonstrate first class staff management abilities, communication skills and systems development expertise.

Please send a copy of your C.V. to George Ormrod B.A. (Oxon) Douglas Llambias Associates Limited at our London office quoting reference No. 8606

FINANCIAL & MANAGEMENT RECRUITMENT CONSULTANTS

DOUGLAS LLAMBIAS ASSOCIATES LIMITED, 410 STRAND, LONDON WCZR ONS
TELEPHONE: 01-836 9501

## THE M & G GROUP **OPERATIONAL REVIEW**

Chelmsford

c £20,000

The Group is a leader in the provision of financial services for Unit Trusts, Life Assurance Policies and Pension Plans, Funds under management currently total in excess of £5,000 million. The vacancy is for an experienced operational/financial auditor to carry out a wide range of reviews encompassing all functional areas and disciplines.

Candidates, preferably qualified accountants, should have a good understanding of business management and practice which could have been gained in a financial, commercial or life assurance environment. Previous experience of unit trusts, life assurance and pensions would be a distinct

In addition to a competitive salary, benefits include free medical insurance, subsidised mortgage and an excellent pension scheme. Further benefits become due after appropriate service.

Please write enclosing a full c.v. to:



J H Wilcock, Head of Security and Audit M & G Limited. M & G House. Victoria Road, Chelmsford, CM1 1FB

## COST/BUSINESS ANALYST -International Market Leader

South Yorkshire

Circa £25,000+Car

This influential new appointment is with a well-established, multi-national group which has significantly diversified its interests in recent years. Based at the UK manufacturing subsidiary, an ambitious young professional will have a unique opportunity to contribute to both group profitability and future growth plans.

With manufacturing facilities and sourcing arrangements in different parts of the world, the group recognises the need to analyse the profitability of these operations in relation to each other and possible future manufacturing plans. The mandate therefore will be far reaching, extending into any areas concerned with the overall factory profitability le labour, materials, exchange rates, tariffs etc..., Based in Yorkshire, he successful candidate will also be involved in budgetary/ad hoc exercises in the UK plants when not involved in matters with international implications. Applicants, aged late 20s/early 30s, should have a major accountancy qualification together ideally with a business orientated degree. A relevant background in a professional manufacturing organisation is essential as is a confident, practical, down to earth manner. Full CV to John Parkin, Ref CBA 0/3

Provincial House, Solly St., Sheffield St 4BA. (0742) 725838

CLARENDON EXECUTIVE SELECTION

# FASTBOURNE

Borough **Treasurer** 

£23,500-£25,900 Eastbourne is a major tourist conference and

entertainment centre attractively located on the South Downs near Beachy Head.

A Borough Treasurer is now required as the Council's Chief Financial Officer, who has the management stature to make a real impact on the performance and development of a department of over 100 and who can maximise our investment in the latest technology.

You will make a major contribution to policies, advise the council, committees and colleagues alike on the financial consequences of different courses of action and on the development of management

You will be a qualified accountant with at least 10 years' experience in the public sector or industry at a senior level and be strong on team building, motivation, and the use of management information

Benefits include an attractive relocation package. Please telephone Eastbourne (0323) 21333 Ext. 5009 for details and an application form, to be returned to the Chief Personnel Officer, Eastbourne Borough Council, Central Services Office, Grove Road, Eastbourne BN21 4TW by 22 April.

## NTERNATIONAL THOMSON PUBLISHING LIMITED= **CHIEF FINANCIAL OFFICER**

KNIGHTSBRIDGE

PUBLISHING

**SALARY £30,000** 

International Thomson Publishing Ltd is a substantial business publishing and Information services group with additional interests in consumer publishing and trade exhibitions, operating in the United Kingdom, Europe and Australia. We are part of the International Thomson Organisation Limited, one of the world's leading information and publishing and leisure travel companies with strong interests in oil and gas. International Thomson Publishing, with a turnover presently of around £70 million, is growing quickly. In addition to good levels of growth from existing products, strong emphasis is being placed on acquisitions and new product development.

The role of Chief Financial Officer demands a very special kind of person. It requires a Chartered Accountant who can rcise financial control and direction over sixteen growing business units, as well as working at the most senior level with a very small head office team in spotting and developing new opportunities, internally and through acquisition. In addition strong emphasis is placed on the traditional areas of monthly accounting and reporting, consolidations, taxation, statutory accounting and secretarial duties.

Applicants, preferably in their thirties, must be able to demonstrate that they have the ability to combine the technical, traditional and development aspects of the job. Computer literacy is a must, and a strong business sense advantageous. Personal qualitities must include the desire to work in a challenging and changing environment, with fullest commitment and a willingness to develop and enhance skills

The benefits package includes company car, pension, private medical plan and staff discounts.

7th Floor, 5 Prince's Gate, London SW7 1QJ

To apply, please send full career details to: JOHN G. WOOLFORD itional Thomson Publishing Ltd.

## MANAGEMENT **ACCOUNTANT - FINANCIAL DIRECTOR DESIGNATE** Salary circa 20,000 to 25,000.

Our client is a progressive company in the graphics supply industry who have expanded rapidly. They now need to strengthen their management team, by recruiting a commercially young qualified accountant to integrate the financial disciplines with the entrepreneural opportunities that now exist.

HANG

1

If you are ambitious and self motivated, with a good knowledge of computerised accounting systems and wish to discuss a generous package of benefits and options please forward full CV to:

Molvyn Segal, Arram Berfyn Gardner & Co., Mortimer House, 37-41, Mortimer Street, London, W1N 7RJ.

# Accountant—Business/ Financial Analysis

Major Financial Group—Cheshire Up to £25,000+Car+Assisted Mortgage+BUPA

Our client is a major financial group offering a wide range of services to the UK market. This successful Company has contributed to its expansion in the 1980's through diversification and acquisition. The recent acquisition of a multi branch estate agency business and the continuing identification and evaluation of new business opportunities has created an exciting opportunity for an accountant

to join the group.

Reporting directly to the Deputy Chief Executive you will be responsible for monitoring the performance of the new business, and providing detailed information arding new ventures.

A graduate with a professional accountance

qualification, you will be aged 25+, possibly with a post-graduate business qualification. To succeed you will be commercially aware, diplomatic, capable of original thought and able to work at senior executive and Board level.

Our client offices an attractive package—salary up to £25,000, BUPA, company car, moregage assistance, non-contributory pension acheme and life assurance. The Company is situated in very attractive new offices in Cheshire; relocation assistance will

To apply please send full career details, together with current salary, or telephone for an application form to: Tim Smith, ref. 2068/IS/FL

**PA Personnel Services** 

Executive Search · Selection · Personnel Consultancy

4th Floor, Fountain Court, 68 Fountain Street, Manchester M2 2FE Tel: **061-236** 4531

A CHANCE TO PUT YOUR AUDIT SKILLS TO THE TEST!

# Two key roles in Financial Audit

COVENT GARDEN PACKAGE £23,000-£27,000 BANKING BENEFITS

The Mercantile Group, with over 5,000 employees and belance sheet footings of £5 billion, provides assets for business and personal customers through finance, rental and distribution. Well known as the Finance House of the Barclays Bank Group, we are now a unique grouping of autonomous companies determined to build on our success.

Our Board requires the Internal Audit function to play a high-profile role within the Group - more creative and dynamic than traditional audit. To achieve this, we are assembling a group of highly-motivated professionals from a number of disciplines: accountancy, banking, financial services and computing.

articulate, computer-literate and "on the ball". Your audit skills will be highly prized, as you will be leading audit teams in the field. A knowledge of corporate taxation and leasing arrangements is also important to us. in return, we offer excellent benefits including non-

contributory penaion, free health and life assurance, and a subsidised mortgage scheme. But probably more important to you will be a real chance to show your paces — with the opportunity to make rapid progress within either Mercantile or the wider Barclays Group.

We therefore seek two Chartered Accountants -

Please contact Arthur Tanner, Controller, Personnel, Mercantile Group plc, Elizabethan House, Great Queen Street, London WC2B 5DP. Tet: 01-242 1234 ext 2379.



MERCANTILE GROUP

## Director Finance & Administration

Leisure Industry

c£30,000, car

Rural Northern England

Howeale

441.7

. . . . . .

 $= ( {}^{*}\mathcal{G}_{\mathcal{A}}, {}^{*}\mathcal{G}_{\mathcal{A}}, {}^{*}\mathcal{G}_{\mathcal{A}})$ 

The company, after only eight years, is a market leader with an annual turnover well into eight figures. New ventures are planned overseas and major direct marketing diversifications are underway within the UK.

This growth, spearheaded by the enterpreneurial Chief Executive, has created the need for a new appointment to co-ordinate and control the day to day activities of the business and additionally. provide the financial management support so essential at this time. Middle management is young and talented, well able to support the rapid expension of this cash rich private company, yet still requiring a professional and mature leader.

Applicants, 30-45, must be qualified accountants with senior management experience in a service industry, preferably leisure or retailing. They must be skilled administrators accustomed to managing a large number of clerical staff and sophisticated computer based systems. The position must be seen as a career move and one which should provide every opportunity for greater responsibilities and

Male or female candidates should send a comprehensive c.v. or telephone for an application form to Howgate Sable & Partners, Barnett House, 53 Fouritain Street, Manchester, M2 2AN. Telephone: 061-228 6919 quoting reference: (F.T. 52).

# **GROUP**

The Harrow Finance Group of Companies has enjoyed rapid and profitable growth in the last 4-5 years, and is now looking for a professional commercially-orientated accountant to join its senior management team.

Reporting to the Managing Director, the Finance Director will be responsible for the total finance function, with particular emphasis on developing the strategic planning and financial control framework capable of supporting the group in the delivery of its medium term objectives, one of which is flotation in 3-4 years time.

The successful applicant will be 30-35, a chartered accountant with "big 8" and relevant commercial experience — probably as No. 2 — and prepared to make a significant contribution in a fast moving

Interested candidates should in the first instance send detailed C.V.'s in confidence to:---

> HARROW FINANCE

Mr. J. Carter, Chairman and Managing Director, Frow Finance Group of Companies, Equitable Hou Lyon Road, HARROW, Middlesex, HA! 2EW

# Financial Planning & Control

C.£26,000 & Banking Benefits

Our client is a major banking and financial services group with wide ranging interests and a highly successful record of growth by organic development and strategic acquisitions.

They now wish to appoint an accountant to the Financial Planning & Control team which operates from the corporate centre in the City and has a very active style and positive attitude to its role within the Group. The team is responsible for major analyses of profitability, risk, pricing, etc; the review and sensitivity analysis of strategic plans, budgets and forecasts; appraisal and control of major capital and revenue projects; and the critical review of current

Applicants must be accountants with experience or exposure to banking either via the profession, a treasury role or employment in another bank. Sound analytical skills and the ability to communicate and present well

Please reply in confidence quoting Ref L363 to:

Brian H Mason Mason & Nurse Associates 1 Lancaster Place, Strand London WC2E 7EB Tel:01-2407805

Mason & Nurse

# **GROUP** FINANCIAL CONTROLLER A broader challenge in business development

to £30k+EXECUTIVE COMPANY CAR

Lex Service plc is a successful international organisation operating in two major market sectors – Automotive and Electronic component distribution. As a result of its recent acquisition of Shaw & Kilburn and Gilbert Rice, Lex Automotive has become the UK's largest automotive retailer with more than sixty outlets representing twelve tranchises.

In order to help realise the tremendous business

development potential of this already successful Vauxhall and Ford Group, we have created the new role of Group Financial Controller. At the right hand of our Managing Director, this key individual will make a substantial contribution to the development of the

The immediate challenge will be to continue the development of financial reporting and control across the Group's eleven dealerships in England and Wales. Other tasks include the management and

development of the DP function. Of equal importance however, as a key member of the senior management team, will be your input into the strategic development

of the Group.

We require more than an Accountant. Professionally alified, you will have sound commercial experience and be familiar with operating at senior/board level. You will have a good understanding of computerised accounting and operational systems.

An excellent salary and benefits package highlights

the importance of this role and its potential. We offer a salary up to £30,000, executive company car and all the usual benefits of a successful, progressive organisation. Prospects for career development throughout Lex Service pic are exceptional.

Please send your c.v. to: David Morrow, Managing Director, Shaw & Kilburn Ltd., 540-550 Dunstable Road, Luton, Beds LU4 8DW.



Applications are sought from qualified accountants with the personal qualities and technical knowledge to report to the Technical and Research Committee of this international accounting body.

The successful applicant, who will have worked in public practice, will make a significant contribution to the development of professional make a significant contribution to the development of standards for accounting throughout the financial world.

Duties will include drafting responses to proposed audit guidelines and to policy documents from government departments, presenting technical papers to members, and servicing working parties of the Association. The academic calibre of the Department is high.

Career progression is enhanced by the public exposure of this prestigious post. Salary guideline: cf25,000, plus generous benefits.

Applications directly too-

**Pembroke ?** 

TELEPHONE - 01-236 0011

## **ACCOUNTANCY** APPOINTMENTS

APPEAR EVERY THURSDAY

FOR FURTHER DETAILS PLEASE

CONTACT 248 8000

TESSA TAYLOR EXT 3351

ELIZABETH ROWAN

PAUL MARAVIGLIA

PATRICK WILLIAMS

GENERAL APPOINTMENTS APPEAR ON

WEDNESDAY

## Management Accountant City £20-22k negotiable

An established, profitable private retail company located in central London seeks a management accountant to take complete control of all accounting and day to day administrative matters, in a "hands on" manner that would suit a small company.

The successful applicant will be expected to prepare monthly accounts, cash flows, budgets etc. Familiarity with computerised systems would be an advantage.

This is a new key appointment reporting directly to the Managing Director, which in a rapidly expanding business will provide many opportunities for advancement.

C.V. to retained adviser: Hadrian Consultants Ltd., York House, Hadrian Way, Southampton SO1 7HX

# AUTOMOTIVE FINANCE

 $C \Sigma 24.000 - CAR$ 

Two exceptional opportunities have arisen within this rapidly expanding international group for high calibre qualified accountants with strong commercial and

Based at operating companies in the London and Birmingham areas and reporting to the local Managing Directors, they will be responsible for the whole of the finance and accounting functions.

Future prospects within the group are excellent and board appointments can be attained in a short period. Ideal candidates will be Chartered Accountants aged 27-35 with several years industrial experience.

Please write with full career, personal and salary details to: G. Moores, Finance Director
The Chillington Corporation PLC 81 Carter Lane, London SC4V 5EP



Our client, an expanding subsidiary of a prestigious

acquisitive Plc, is poised for continued growth in a highly profitable manufacturing sector with sales in

We are seeking a financial director to join a strong

management team, who, working closely with the

maximising profit potential, through efficient

business planning and strong financial control.

The successful candidate will be: a qualified

accountant, aged 28-40; who must have a commercial attitude and be a

Managing Director will have a substantial impact on

# .. profitable growth in manufacturing Financial Director

Norfolk

excess of £20 million.

BASINGSTOKE - C.17.000

SENIOR FINANCIAL

£28,000 + Profit Share + Car + Relocation

confident, determined character, capable of implementing successful change in a manufacturing environment. A practical, 'shirt sleeves' approach will be essential, along with the ability to combine day-to-day involvement with a longer-term view.

If you are interested in this position and are prepared to commit yourself to the continued success of the company, then send your curriculum vitae and daytime telephone number to Jon Anderson ACMA, Executive

Division, 39-41 Parker Street, London WC2B 5LH, quoting ref. 498.

Michael Page Partnership
International Recruitment Consultants

London Bristol Windsor St Albans Leatherhead Birmingham Nottingham Manchester Leeds Glasgow & Worldwide

# A variety of talents, a single aim.

## FINANCIAL MANAGER

# £23,000 + Car + benefits

in what is the country's fastest-growing retail sector, Texas Homecare is continuing to expand on its base of 155 superstores

A corneratorie of their success is the way in which – in each region – a multi-disciplined group of professionals together plan and control the

progress of the surrounding stores. Due to internal promotion, we are now looking to appoint a Finance

Manager to join our dedicated team for London region, based in West

Take on this role and you will — through your interpretation of financial data — play a vital role in deciding how our thirty-five stores there can operate with meximum efficiency.

With the emphasis very much on controlling and forecasting, you will be in constant liaison with our Regional Controller, and with our Financial Controller who is based at the corporate Headquarters

Whether in your mid-20's or mid-30's, you'll have a highly etoped commercial flair, and communication stdlis to match. Since gaining your ACA or ACMA qualification, you will have built up an impressive record of achievement - ideally in the retail sector.

in return, you can expect a generous salary, a company car, and a benefits package that includes family private medical insurance, a share option, and excellent discount covering a wide range of holidays and leisure goods. As part of the Lactbroke Group we can also offer

in the first instance, please send your full career details to: David Chesser, Financial Operations Controller, Texas Homecare Limited, Home Charm House, Park Farm, Wellingborough, Northants NNS 3XA. Alternatively telephone the Personnel Department for an application form on (0933) 679679 Ext. 3100.

Managing Success

# **N#B BANK**

# Financial Accountant

NMB Bank, London Branch, is a full international branch of NMB Bank, a leading Dutch Bank.

We are seeking a Financial Accountant who will assume responsibility for financial and management reporting, budgetary control, taxation affairs and undertaking special projects for the Controller. The successful candidate will have an excellent opportunity to obtain experience in all aspects of an international banking operation.

You should be a recently qualified accountant and aged between 22-30 with experience of working in a banking/financial services operation, either obtained directly, or indirectly in an auditing capacity. In return, we can offer you a highly competitive salary plus some

excellent fringe benefits. Please send your CV to Mrs. Janice Wilson,

Personnel Officer, NMB Bank, 2 Copthall Avenue, London, EC2R 7BD.

## Finance Director OTE £30,000 • South Bucks

A leading Marketing Services Company, West of London seeks a young, amic Finance Director.

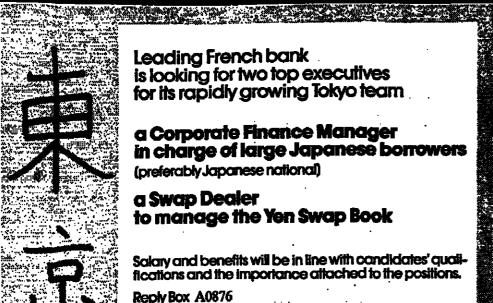
The Company has achieved rapid growth in each of the past three years and is targeted to expand just as rapidly by both organic and acquisitive means. The clear objective is to build a major marketing services group within a fast growing business sector and to float in the near future.

With this objective in mind the need is for a versatile and aggressive Finance Director who will not only initiate and install state-of-the-art controls and information systems, but who will be fully involved in making key commercial decisions. The post will be demanding and fulfilling in an exciting environment, and the rewards for success will be high with appropriate benefits including one particularly medical life access will be high with appropriate benefits including car, private medical, life assurance, etc.

Candidates will be aged around 30, preferably graduates and professionally qualified. They must be computer literate and have at least 3 years' experience in a commercial environment. Applicants should write giving full details of age, education, experience and salary to: Maurice I. Phillips, Sampson Phillips International Ltd, The Old Creamery, Lovel Road, Winkfield, Windsor, Berks SLA 2ES.

Sampson Phillips International

# **International Appointments**



Leading French bank is looking for two top executives for its rapidly growing Tokyo team

a Corporate Finance Manager in charge of large Japanese borrowers (preferably Japanese national)

a Swap Dealer to manage the Yen Swap Book

Salary and benefits will be in line with candidates' qualifleations and the importance attached to the positions.

Reply Box A0876 Financial Times, 10 Cannon Street, London EC4P 4BY.

## **Legal Notices**

IDICA CONSTRUCTION LIMITED IN RECEIVERSHIP

ne of person appointing the alvers: Barcleys Busk Ptc.

MIDICA JOINERY LIMITED -M RECEIVERSHIP

Cork Gully 65 Queen Squine Bristol 881 4JP

PIDICA PROJECTS LIMITED -IN RECEIVERSHIP

## METALIX LIMITED -IN RECEIVERSHIP

**Art Galleries** 

## RICHARD GREEN.

4 New Bond Street, W1 493 3939 X1X & XX Century European Paintings Mon-Fri 10-6, Sats 10-12.30

# **Company Notices**

DEPOSITORY RECEIPTS (EDRI) M MARGINEM CORPORATION

NOTICE IS HEREBY GIVEN that subject to shareholders approval a cash divided with the paid to shareholders of recording payment. On shareholders' register will be closed for the period April 1-00,1935 and during lists period it will not be possible to reciter the transfer of shares acceled the transfer of shares acceled the transfer of shares acceled the register the transfer of steres against the surrender of EDRs. NOTICE IS ALSO GIVEN that a free distribution of shares to

surrender of EDFs. MOTICE IS ALSO GIVEN that a free distribution of shares to semantic of the server of the mate is a shareholders of record data March S1, 1996 in the ratios of 9.05 share for each common share of Y39 each (6 nate for each common share of Y39 each (6 nate for each 190 oid). Furthermore, it has been declared that the shares will be traded on-dividend and exhomus on the Japanese Stock Exchanges with sisted from March 20, 1990. Coupon No. 14 attached to the EDRs will be used for the collection of whole and the Coupon No. 15 will be used for the collection of whole and the Coupon No. 15 will be used for the collection of the first shares. Subject to approved of the divided, a further notice will be published, after recipit of the divided by the Desponitory, studieg the amount of the dividend and the date of the distribution of the tree shares.

CITIBANK, N.A., London. Stat Merch 1988, Despository.

**GLOBAL ALPHA STRATEGY** FUND SICAY PACIFIC ALPHA FUND URJEUROPE ALPHA FUND etered in Luxembourg-RC B 21433 DIVIDEND NOTICE

Pacific Alpha Fund - US \$ 0.08 Gross /S/Europe Alpha Fund - US \$ 0.05 Gros

psystie on and after the SSB of March 1988 to ehersholders of record on the 21s of March, 1985 and to holders of bears shares upon production of coupon No 1.

By Order of the Board 22/03/65

AUSTRALIA AUSTRALIA 140 William Street

metocume: 140 YAMAM Sirei Sydney: 20 O'Connell Sireit Canberne: Arthur Young 54 Marcus Clarke Sireit

# has ceffived the others because of a policy on fair play and value for money. Suppor from 10-3.30 am. Disco and top projectors, alternative because

Clubs

189, Regent St, WI. 01 734

## Methuselah

SECRETARY
THE BROKENHELL PROPRIETARY
COMPANY LIMITED

Yes I still love you best. Have a happy birthday.

AMF

UK --Brietot: Registrar's Dep National Westminster B Caston House, Redolffi

**Company Notices** 

WORLD WIDE GROWTH FUND

Notice to Shareholders

The Board of Directors of World Wide Growth Management Company S.A., in their meeting held on 30th March 1988, have considered with the Depositary that, because of the contracted size of the Pund and because the fixed recurring expenses have become increasingly important in companison to the current income, it is in the best interests of the shareholders and the managers atile to terminate the operations of the Fund and proceed with its liquidation.

In accordance with Article 19 of the Management Regulations, issues and redemptions of shares and the calculation of the net asset value has been suspended as from this date.

It is expected to reimburse to the remaining shareholders the corresponding net asset value per share on 30th June 1988, but no assurance can be given that this date will be respected.

Shares should be presented to the paying agent, Banque Paribes (Luxembourg) S.A. At the close of liquidation any outstanding amounts will be deposited with the Calase des Consignations in Luxembourg on

All accounting records and legal documents relating to the Fund will remain at the registered office of the Fund, 10A Boulevard Royal

JUNE 1988 HALF YEARLY DIVIDEND

The Directors of The Broken Hill Proprietary Company Limited are pleased to amounts that a Judy increased heatyear children's soft of cents per \$1,00 share best been declared (previous corresponding dividend 20 cents per affine declared, equivalent to 16,7 cents per afters adjustment for the May 1857 bonus feater).

The dividend shirts in remarks were feater been additionable for the feater and the feater than the control of the feater than t

alters after adjustment for the May 1957 bonus leaus).

The dividend, which in previous years has been paid during the leat week in May, will be paid on 8 June. The delay in physical will ensure that shareholders receive a fully transact dividend. It is thely that the helf yearly dividend will continue to be paid in June rather than in May.

The dividend, together with the dividend paid in November 1967, will involve a total payment from profits for the May 1989 year of \$505 million, an increase of \$27 million or 6% on the previous year's payout. The dividend now declared is payoble on the \$000 million shares which SHIP is holding peacing the proposed cancellation, but this dividend will, of course, flow back to the purent SHIP via dividends from the subsidiary holding the alternation. The chidend will be paid to registered holders following the registration of transfers received by the Chivacous features the factors.

course, flow back to the parent BHP via dividends from the aubaldary holding the ahane. The chickest will be paid to regiserened holders following the registration of transfers secreted by the Company, together with allotreunts reach by it under the Employee Share Pien, up to 5.00pm on Friday 29 April 1986, the books closing date. For shareholders who no later than 29 April 1986 have elected that some or all of the shares held by them shall participate in the Company's Dividend investment Pien, the dividend shall be satisfied in respect of those shares by the allotreunt of paid-up shares in accordance with the Pien. For US shareholders with US addresses, the date for election is 24 March 1989.

election is 24 March 1988.
American Depository Receipts (ADRs) each represent four ordinary \$1.00 shares and secsive dividends accordingly. The record data for ADRs are not, at present, eligible for participation in the Dividend Investment Plan. Transfers will be accepted for registration until 5.00pm on 29 April 1985 at the Company's share registers.

On behalf of the Board J.P Piesson

behalf of the beneficiaries.

31st March 1988

## TROUT FISHING

Personal

A few select members invited to private lake on family estate 20 miles South

CANADIAN PACIFIC LIMITED

(Incorporated in Canada)
TORONTO GREY AND BRUCE

**Public Notices** 

NOTICE OF APPOINTMENT OF

LIQUIDATOR

PURSUANT TO SECTION 109 BISOLVENCY ACT 1996

**Swindon** 

The Financial Times

proposes to publish this

SHEVEY ON:

4 May

For a full editorial

synopsis and

advertisement details, please contact:

Clive Radford

on Bristol (0272) 292565

or write to him at:

Merchants House Wapping Road Bristol

BSI 4RW

FINANCIAL TIMES

Fax (0272) 225974

Name of company: L.R.T. Bus Engli

company as at December available and may be obtain office during name! busines DR. IGEAST Deputy Secretary Bacilhalds, 106 Victoria Street London SWIE 607

March 25 1986

Suit Sen. Exec. 0737 243663.

## **Contracts & Tenders**

OYO NORTH AGRICULTURAL DEVELOPMENT PROJECT INTERNATIONAL TENDER INVITATION FOR BIDS (IFB)

VEHICLES AND MISCELLANEOUS **EQUIPMENT** LOAN NUMBER 1838-UNI

THE FEDERAL GOVERNMENT OF THE REPUBLIC OF NIGERIA has received a loan from the International Bank of for Reconstruction and Development (The World Bank) in various currencies towards the cost of Oyo North Agricultural Development Project (ONADEP) in Oyo state of Nigeria. It is intended that part of this loan will be applied to eligible payments under the contract for the purchase of Vehicles and Miscellaneous Equipment ICB 8 required for the operation of the Project, for which this invitation to bid

ONADEP now invites sealed bids from eligible bidders for the supply of Agricultural Machinery and Equipment - buses, trucks, vehicles, Motorcycles - Generators and spraying Equipment as specified in the Bid Documents at the offices

Ovo North Agricultural Development Project Headquarters Aha Road Shaki - PO Box 278 Oyo State of Nigeria

ONADEP Liaison and Communication Office Otr. 804 Agodi Reservation Secretariat Road, off Total Garden Ibadan - PO Box 7300 Oyo State of Nigeria TELEX: 31208 ONADEP NG

Nimrod International Limited 124 Mount Street Berkeley Square London WIY 5HA - UK Telephone: 01 629 5301/2/3 Telex: 25334 NIMROD G

A complete set of tender Documents may be purchased on submission of a personal or written application from any of the above addresses on payment of Nigerian Naira 455 when purchased within Nigeria or for pounds Sterling £ 60 or US Dollars \$106 outside Nigeria.

All bids require Bid Security Documents to the value of not less than 2 per cent of the total bid in the format defined in the Bidding Documents and valid for not less than 120 days from date of Bidding opening.

Sealed Bids, complete with all attachments and documentation, must be submitted to the Oyo State Tenders Board as stated in the Bid Document not later the 10.00 am on Thursday 12th May 1988.

Tender opening takes place immediately after the close of submission on the same day at the State Tenders Board in the office of the Military Governer, Oyo State, Nigeria in the presence of Bidders' representatives who choose to attend.

# FRANKFURT: 5th APRIL, THE CANADIA ARE COMING.

On 5th April, 1988, Frankfurt becomes a Canadian City. On that date Frankfurt joins Amsterdam, Rome and Milan as a European gateway served by Canada's most successful new airline - Canadian Airlines International.

Starting with two flights a week to Vancouver, the Canadian schedule will build-up to offer a daily service between Frankfurt and Western Canada.

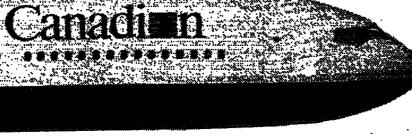
While you fly to Canada, we'll treat you to our world renowned standards of in-flight service including Canadian Business Class and our superlative First Class service.

Canadian Airlines International and its

partners serve more cities across Canada than anyone else, 162 to be precise, and is the only airline to connect Canada with five continents.

Try us. Fly us. To or from Germany or from the other 96 destinations that Canadian serve around the world. Air travel is suddenly being made great all over again.

Netherlands, Italy, Canada, USA, Hawaii, Mexico, Fiji, Australia, New Zealand, Peru, Chile, Argentina, Brazil, Hong Kong, Japan, Thailand, China and soon Germany - your world is now



**Canadian Airlines International** 

# Gestetner Holdings PLC

At the Company's Annual General Meeting on 25th March 1988 a final cash dividend of 2p per share, in respect of the 52 weeks ended 31st October 1987, was at the close of business on 12th February 1988.

Holders of Ordinary shares in bearer form should lodge Coupon 125 at Barclays Bank PLC, Securities Services Department, 54 Lombard Street, London EC3P 3AH on or after 5th April 1988 for their entitlement to the above dividend.

Holders of Ordinary Capital shares are reminded that, whilst they have no entitlement to a cash dividend at this time, they are entitled to scrip in lieu of the final dividend for the 52 weeks ended 31st October 1987. Such entitlement, based upon each Ordinary Capital share registered at close of business on 12th February 1988, is as follows:-

based on the average price of

184.588235p

for each Ordinary Capital share held, holders will receive

0.0128386 of an Ordinary Capital share Fractions of new shares will be sold for the benefit of the Company. Scrip, allotted

on 28th March 1988, will be despatched to registered shareholders on 8th April 1988. Holders of Ordinary Capital shares in bearer form should lodge Coupon 125, with allotment instructions, at Barclays Bank PLC, Securities Services Department, 54 Lombard Street, London EC3P 3AH on or after 8th April 1988 for their

entitlement to dividend and Ordinary Capital shares (in registered form) in accordance

210 Euston Road London NW1 2DA 28th March 1988

with the above.

RLE Lewis Company Secretary

# BARCLAYS HIGHER RATE DEPOSIT ACCOUNT.

With effect from 2nd May 1988 the Terms and Conditions of the Higher Rate Deposit Account will be extended to include the facility to transfer funds under Standing Order or Direct Debit arrangements to accounts in any name at any branch of Barclays Bank.

This facility is now also available for any Higher Rate Deposit Account opened before 2nd May 1988.

Full details of Barclays Higher Rate Deposit Account are available at any branch of Barcleys Bank PLC.



## U.S. \$500,000,000 The Republic of Italy **Floating Rate Notes** due 2005

In accordance with the provisions of the Notes, notice is hereby given that for the interest Period from March 31, 1988, to April 29, 1988, the Notes will carry an interest rate

March 31, 1988

## U.S. \$100.000.000 **National Bank of Detroit** Floating Rate Subordinated Capital Notes due 1996

0

March 31, 1988

## Travelling by air on business?

## Victoria and Albert Museum/David Piper

# The nostalgic visions of a man with a mission

J.LAVEOU3

.at./10 Pige 1/2

والمتعمد ديدا وا THE WEST OF

المتنفقة فالمتنفقة التاسيدون

and fifties. One of the best known, "The Poor Teacher," was engraved, and four or five varia-

known, "The Poor Teacher," was stern of their outward bound' engraved, and four or five variations were painted by the artist, is also that in it he has, as not the last retitled "The Governess." always in his landscapes, no married minutely accurately notation of while her employers' children disport merrily on the sunlit lawn outside.

Another, "The Sempstress" the composition as a whole, into a sweep of landscape so idylicly nadiant as to suggest almost that (1846) obviously inspired by Toratheod's famous "Song of the Shirt" published three years earn doming the Garden of Eden. Shirt" published three years earn ation in the countryside of his but lambasted, characteristically, by Thackeray, he observed that the chose to see it as pure pastoral, her mean attic, her medicines, in an untroubled world and her broken crockery, her clock at weather of sunlight filtering toils), but lost entirely the humour, the maniness and the

The mid-nineteenth century was somewhat througed with genre painters of whinsical special spec

tougher and less overtly sentimental, and this mental.

Redgrave tends undentably to the genteel: middle-class folk sense of departure of an ache, a fallen on straitened times, but gulf of separation opening up gallautly preserving a clean, tidy setween the group in the foreapparel and person, rather than suggesting a working class brutalised by poverty and toil. However, Redgrave found an appreciative audience in the forties send "fitties. One of the best counterly leaking back from the counterly leaking back from the counterly sent of the sentimental, and this is due in some part to the skilful disposition of the ingures; the figures; the fore-ground an appreciative audience in the forties. couple looking back from the stern of their outward bound

her mean attic, her medicines, in an untroubled world and her broken crockery, her clock at weather of sunlight filtering half past two am while still she through to the floor of leafy



"Parkhurst Woods" by Richard Redgrave

precede and rival that of the PreRaphaelites. In front of, for example, his watercolour recording of
"Parkhurst Woods," with the
learned some polymath. He remained ever a
ple, his watercolour recording of
"Parkhurst Woods," with the
learned some professional painter and devoted
the conging shepherd boy clearly no
less conient than his sommolent
sheep, it would be positively
tumannerly to carry on about
the oppression of the agricultural
work-force in Victorian Ragiand.
This visitor took a deal of pleasure in contemplation of these
work-force in Victorian Ragiand.
This visitor took a deal of pleasure in contemplation of these
of tiny tots amongst the bracken
and the trees and suggests you
and the trees and suggests you
and the trees and suggests you
tiny tots amongst the bracken
and the trees and suggests you
and the trees and suggests you
work-force the Babes in the
Wood. Further, the many drawings are very impressive, not
only demonstrating Redgrave's
masterly academic professionalism and his working methods,
but also his ability to charm
(these mostly belong to the
Mussum, but normally of course
shumber in its Print Room).

A great deal of Redgrave's
achievement is not adequately
demonstrable in the context of an
explanation and the great the printing of design skills in British
industry his own most spectaculating the printing the story
demonstrable in the context of an
list, far the trimmphal chartor
for Warehouse

Trial Figure 2000 proper

work-force in Victorian Ragiand.

This visitor took a deal of pleaindustrial design office, pursuing
printiples of conservation, display and recording to the Royal
printiples of conservation, display and recording to the Royal
collections.

All these aspects and others
are covered but inevitably only
gimpsed in the harvest of his
spaintings and drawings in the
exhibition; he seems and the tree distribution to a contribution to a sort of
industrial design, was that, in
list, for the trimmphal chartor
design and the tree and some device of the semiman

usually seems to be an unime modesty. His industry was phe-nomenal, guided by an ability of equal calibre. He was — as one nue Punne Servant: Servant Pro-moter of the Public Good. And he had a vision, in which the best of art travelled around a galaxy of museums and galleries country-wide through England: a vision of delight and education, and vice versa, for all comers.

## Alkan centenary/Wigmore Hall

## **David Murray**

A large and hastily appreciative mances genuinely exciting audience gathered on Toesday to Clark and Welsh dazzled as much hear Charles-Valentin Alkan in the madly driven finales of the

into a recording studio without delay.

Nevertheless, Alkan's piano here doesn't (quite) domineer.

Breathing-space is left for the strings, and a share of the limelight (and of the spectacular hurdles); and in deference to their special qualities his thematic material is musually mellifluent.

When he produced the Grand Duo (with violin) and the Piano Trio, in his late 20s, Alkan was still less a Romantic than a post-Classical composer in the line of weber, Mendelssohn and Spohr, in the contours of Louis Gottschalk's greatest parlour-hit, "The Dying Poet."

Alkan's peculiar gift for the saturaine wasn't answered by anything much like Beethoven's humane breadth, nor Berlioz's precisely original sentiment. Sulmane brimstone were his material is musually mellifluent. (and every Romantic virtuoso's) natural elements, and when he designed a richer canvas kindly feeling was liable to seem more calculatedly theatrical than his Classical composer in the line of implacable forces, dismay and

hear Charles-Valentin Alkan in the madly driven finales of the Morhange honoured on the hundredth anniversary of his death. And honoured he was: his doughtiest exponent, the planist Ronald set claim in Wilfrid Mellers' Smith, joined James Clark and Moray Welsh in the principal that Alkan's "developments that far from being a planist-composer's marginal exercises they stand very high amid Alkan's that only by noting that Alkan's remarkable output. Their plano parts are of course terrific, which is why without Smith's unique offices they cannot become familiar concert pieces — and why he sonata is a "sublimely strange meditation," it also shares the into a recording studio without delay.

Weber, Mendelssohn and Spohr, implacable forces, dismay and without his later penchant for an ruin. The natural Alkan finale is obsessive proliferation of notes. a dance-of-death. But it is possible to prefer Poe to Dickens; and massive engineering feats. The in any case these chamber works are righer in musical dram them. Sonate de Concert (with cello) are richer in musical drams than came much later, and displays any mere series of frissons, as we the cogent authority of his best and most mature plano pieces.

Not only were all three performances.

## The Teddy Bears' Picnic/Chester

## **B.A.** Young

of delight and education, and vice versa, for all comers.

Some of the actions of the top Russian politicians were seen immediately to be hizarre—not only of Stalin himself but of his interval shaking with indignation and Albert, and including the retiring Surveyor of the Queen's Pictures, Sir Oliver Millar, seem all to write of him almost as if he were alive, with respect, admiration, but also—perhaps less expected—affection of the actions of the top Russian politicians were seen immediately to be hizarre—not only of Stalin himself but of his interval shaking with indignation and declined to see the second act, and her reaction is undertively comic, though they may recome to their victims. David Pinner, author of laugh at the bizarre wherever we maintains that everything in it is find it. Reduced to dramatic fundamentally true, both the

afternoons at Stalin's dacha.

He shows us Nikolai Yezhov,
Chief of State Security, deciding on a mass purge over hunch, Marshal Zhukov sacked for expressing some policy disagreement in the course of an afternoon conversation. More eccentric, he shows Stalin throwing a football to his Politburo members and ordering them to go into the garden and get some exercise, or ordering a "musical trial," where Kruschev and Malenkov must dance a compulsory gopak on the dining-table.

It is easy to conclude that people of the shows and musical trial, where the shows us thinkels a solved by a casual decision that causes suffering to others.

None of Mr Pinner's characters is deliberately played for laughs.

Philip Madoc (whose last political essay was as Lloyd George) is practical, not cruel. Of the others, only Bill Homewood's Bezia, shilly ambitious, appears in any but everyday colours, Kruschev, Molotov, Malenkov, Kaganovich, Brezhnev are obediently quiet, except sometimes when they are obediently drunk.

it is easy to concurse that property is such curious standards of private behaviour might well Poskrebychev, with his jokes about executions, is brightly the Calin Kaye, and there decision to leave government and Russians cross themselves from command an infantry battalion right to left.

In the first world war, or John The action is all set in Stalin's Stonehouse's mock-disappear dacha, designed by Juliet Watkin-ance when sitting as a Labour son; here, after a clear demon-MP, and it could appear truly stration of failing control, and grotesque.

laughs as the author can tract.

tion. His vision was surely utopian, but the visionary was also way hagtographical, but speak loyally and frankly of his short-comings though the general one tion. His vision was surely utopian, but the visionary was also bizarre public actions and his bizarre behaviour of the members vision is still worth investigating, for the Politiburo in their Sunday afternoons at Stalin's dacha.

It surely we are entitled to laugh at the bizarre wherever we find it. Reduced to dramatic fundamentally true, both the extent between Yezhov's Great vision is still worth investigating, of the Politiburo in their Sunday afternoons at Stalin's dacha.

He shows us Nikolai Vision was surely we are entitled to laugh at the bizarre wherever we find it. Reduced to dramatic fundamentally true, both the extent between Yezhov's Great vision is still worth investigating, of the Politiburo in their Sunday afternoons at Stalin's dacha.

He shows us Nikolai Vision was surely we are entitled to laugh at the bizarre wherever we find it. Reduced to dramatic fundamentally true, both the extent between Yezhov's Great vision is still worth investigating.

The various accounts are in no vision is still worth investigating.

It surely we are entitled to laugh at the bizarre wherever we find it. Reduced to dramatic fundamentally true, both the extent between Yezhov's Great vision is still worth investigating.

The various accounts are in no love the vision was surely underlying in it is find it. Reduced to dramatic fundamentally true, both the extent between Yezhov's Great vision is still worth investigating.

The various accounts are in no laugh at the bizarre behaviour of the members are in no live surely we are entitled to laugh at the bizarre wherever we find it is find it. Reduced to dramatic fundamentally true, both the extent between Yezhov's Great vision is still worth investigating.

have applied the same standards about executions, is brightly to their public decisions, and simple played by Colin Kaye, and there ply have thought that the execusis a sad performance by Anne tion or imprisonment of many thousands of their subjects was the only way to get their problems out of the way. Power begets irresponsibility, and not only among Russians. Make a dramatic scene of Churchill's Bacon, as the housekeeper, that the state of the state o

The first half of this play, with into a coma at the dining-table one scene in 1938, the year of the and is taken away to die offstage. Great Terror, and one in 1943. We do not follow events any furwhen Stalin has just returned ther, not even as far as his docfrom the summit meeting in Tehtors' arrest. The lead comedian eran, is clearly written for as has come to the end of his content of of his conte

# **Max Loppert**

Muti/Festival Hall

LPO: it is typical of this conduc-tor's best side that such a first encounter should not have been allowed to provide an excuse for an easy, showy, success-seeking programme. Cherubini's Messe olenelle in G and the Beethoven C major Piano Concerto suggest that it was intended to be a noble, serious occasion - and this indeed it proved to be, it was

Riccardo Muti, sadly absent from London in recent times, made a impressive; Cherubini's contrawelcome return on Tuesday to conduct the London Philharmonic Orchestra and Choir in a programme of Cherubini and Beethoven. This was, I believe, his first-ever appearance with the expression that (in such Cheru-bini choral works as the two from one play, by the same Requiem Masses) can seem to author following a successful run light a fire behind that facade at Dublin's Peacock, the Abbey was largely missing. Not wholly The missing the gentle yet uneasy T alternations of G major and strengths and weaknesses.

# Exit Entrance/Donmar Warehouse

Theatre's studio space. These one acters illustrate both

minor in the Kyrie and the many in the Kyrie and the minor in the Kyrie and the many inspired simplicity of the Caelo's ing a mood of elegiac wisthiless, final pages, ablaze with short melodic phrases powerfully Barnes' direction. This is counterthanged, were two passages in which one sensed a temporary approach and, in the second of increase of temperature.

actress less known this side of the Irish Sea, Joan O'Hara, screece, wistful, radiant and infitouching. Tim Reed's design gives us a naturalistic drawing room lapped on one side by white casts of the husband's beloved antiquity and piles of books, even a ministure piano, that are similarly whitened into



everything else – a most admira ble Public Servant: Servant Pro

# Arts guide

## **Exhibitions**

**WEST GERMANY** 

Berlin, Martin-Gropius Bau. Joseph Beuys (1921-1986). This is the first complete show of Beuys works ever presented in Berlin. There are about iso room-sculptures and objects and about 456 paintings from the end of the 1940s to the end of the 50c based on a cycle The Secret Hock for a Secret Person in Ireland. The sculptures are an echo of real life and the tures are an echo of real life and the artist's memories. Beuty was a political radical, who attracted plenty of hostility. This exhibition has been criticised for not showing this aspect. Stressmannstrasse 11th Ends May 1.

Bottrop, Joseph Albers Museum, km Stadigarten 29. To commemorate the 100th anniversary of Josef Albers hirth, 100 paintings of the artist, born in Bottrop (1888-1976), cover the full range of his work. (Ends May 5).

Bud Homburg, Sinclain-Haus Lowengause/Dorotheenstra. From Marses to Pictasso 52 great works of Euro-

game/Dorotheenstra. From nance-to Picasso 32 great works of Euro-pean painting, on loan from Wup-pertal von der Heydt Museum and 9 paintings from Marces. (Ends April

## amsterdam

Stedelijk Museum. An explosion of colour and exuberance fills ten of the museum galleries in the Frank Stells retrospective of paintings and reliefs from 1970-1987. Ends April 10.

ropenmuseum. The arts and crafts of Indonesia illustrated with more than 500 objects in bronze, bemboo, than 500 objects in bronze, bisaboo, textiles and precious metals span-ning 2000 years of cultural history. (Ends August 21).

ism and impressionism on the 19th-century Amsterdam school of paints

The Hague, Gemeentenment. A lavish exhibition tracing Mondrian's development from figuration to abstraction, together with 70 paintings and drawings from the late New York period on loan from the Sidney Jania collection. (Ruda May 20)

Overholiand Museum. Frank Stella

## PARIS

Grand Palais, Zurbaran, From New York, an exhibition of 72 paintings York, an exhibition of 72 pausings retraces the artistic development of one of the great masters of the Spanish Golden Age. Influenced at first by Caravaggio's chiaroscuro technique, Francisco Zurbaran propermitted, francisco zuretad pro-gressively abandoms the strongly-contrasted rich colours for a smile; palette with near monochromes. Reversing the perspective, using geometrical composition settings and shedding everything superflar-ous, the mystical painter of the

Ends April 11.

Minels d'Oring, Van Gogh in Paris, To mark the centionary of Van Gogh's two-year stay in Paris, a period which proved a turning point in his artistic development, the Muses of Ursey has assembled more than 50 of his paintings and a floate of his paintings and a floate of his drawings from national and private collections. By hanging landstapes and still lives by Monet. Anquein, Renoir, Toulouse-Laurer and Signac next to Van Gogh's work, the chiloition trings out their influence on the transformation of the Dutch stilst's traditionally contract paletts underlined by contracts of himes and cranges, rade and greeks. Yet in spite of the revelation of his affinities with impressionism structured by a strong dose of japanism, Van Gogh used both the tethniques in his search for his own, protountly personally in the series of his self-porsearch left mis dwin, proteining per-sonal art transland most dramatic-ally in the series of his salf-por-traits, (45 49 48 14). Closed Mon. Ends May 15.

Gentre Georges Posspilies. Le Detrier Picasso 1983-1972. By placing the last twenty years of Picasso's work in the content of contemporary set, the 35 paintings, 34 drawings and 70 engravings exhibited permit a fresh approach to the controversy caused ye contradictory judgements on the ageing painter's feverish creativity. Absorbed ht first by paraphrasing Delacroix, Valanquez, Mantel and David, into finutation and his model and finally to the basic themost of the archetypical woman. The couple, the man. (62 ?7 12 23), Closed the man. (42 ?7 12 28), Closed , Ends May 16.

# counter-redurnation seems to be a precursor of cubism. (42560234). Ends April 11. Resis d'Orang. Van Gogh in Paris. To mark the centensity of Van Gogh's two-wait stav in Paris. a period for the paris of France, England and Balgium. (42 65 12 73). Closed Mon, Ends May 7.

Grind Palais. Degas. Asn important retrospective of 275 works covers to years of the artist's career from his student beginnings in italy to the rich maturity of his last years. His favourite themes of ballet denoem—there are the two versions of La Clause de Dense—and of jockeys and race doubset, of washerwomen, milliners and bathers show the diversity of his inspiration echoed by the variety of his modes of expression. Oths and pastels, drawings and sculpture complete the vision of during and invention of the junisies who helped to usher in modernity, (e2 56 08 20). Ends May 16, Closed Tue.

LONDON Tate Gellety. Douglas Cooper - The Masters of Cultism. A small but choice selection of SI works on paper from Cooper's collection of cubist art of all kinds but print-pelly of the work of the great quar-iet of Picasso, Braque, Gris and Leger. Ends April 4.

Tate Gallery. David Bomberg - A full retrospective of one of the most dis-tinguished British painters of the century, yet one whose secure critical success came only after his death in 1987, at the age of 66. As a A Cartain Robert Deliniain. Photoevocative Paris street econes of the immediate post-war years to a series of portraits of well-known writers and artists. Tender but unsentimental in the images of children and lovers among the rubble of the bosshed city, Doisness is illuminating. humorous, and manufactors in

lover's among the rubble of the bombed city, Doisness is simmanating, humorous, and momalicious in his portraits: Picasao in 1982, sitting with spiayed histis on the hunch-th-ble, but with hread-rolls where the fingers should have been; Prevert posed carefully in front of the shop Mesude, so that the G is coward; Colette with an enormous collection of paperweights, end Juhan Green, de Beanwolt, Simenon, Dubrillet and Glacometti. Bude April 3. Florence, Palesso Pitti. Floralia — 80 paintings of flowers and filmstrated botanical books, testifying to the Medici's precocious passion for this science, from Cociono I unwards. Ends April 16.

## MADRID

formio de Ballas Artes. The Romentic Tradition in Contemporary British Painting proposes that a parallel development to modernism has embraced must unjor British artista kinca William Balko and that it is as-nism todate as its measur are. This is since William Balke and that it is an-alive today as 150 years ago. This is the first exhibition to undertake such a re-examination and the first group exhibition of contemporary british painting to tour Spain. It leasures 10 artists and 38 works. from returns and replice collections. leatures to artists and 38 works from private and public collections, bome being shown for the first time. The romantics established a spirituyoung man in London before the first world war, Bomberg was associated with the Vorticist movement, of the first importance and originality. But now we can see that far from fading into saft mediocrity, deserving of neglect, his later work,

## though superficially so different retained all that strength, livelines and profound originality. ITALY

influence in the century to follow.
This lineage can clearly be traced from the 19th century through Nash, Sufficient, becommitteen, Moore, Bacon and British abstrac-Moore, 1980th and makes repre-tion of the 1950s to the artists repre-ented in this exhibition. Ends April

real w towns.

Recognition binseem of Art. Every phase of Pragonard's art is included in this, the first comprehensive exhibition of his works that capture France in the last decades of the sucien regime. With 90 paintings and 180 drawings, the show comes from the Louvre with his studies of contemporaries in theatrical contemporaries in theatrical contemporaries in the strice of contemporaries in the strice.

Fite at St Cloud and The Sessaw.

Ends May 8.

## WASHINGTON

National Collery. The human figure in early Greek art is the subject of 67 sculptures and printed pottery starting in the 9th and 6th centuries BC with silhoustied stick figures and ending with the naturalism perfected in the 5th century BC. Ends June 12.

## CHICAGO

Art Institute. A contensity retruspec-tive of the work of Georgia O'Reets evokes the world of flowers and skulls in the luminous light of New

March 25-31

tome, Villa Medici (French Academ al-landscape tradition which prov to be indigenous and an enduri influence in the century to follo This lineaus can clearly be tree

## Saleroom/Antony Thorncroft Record for Feininger

Tuesday night was Sotheby's turn to sell top quality impressionist and modern paintings to an expectant market. No one is \$550,000. El Zenny, the London pretending that this was one of Sotheby's best auctions in this "Venus," an erotic nude by van sector. Indeed it did not compare with arch rival Christie's pictures of Monday night. Even so the auction did moderately well, bringing in £10,429,100, with 22.2 per cent unsold.

The top price was the £1,265,000 paid for a late Picasso "Femme was disposed of privately later, au chien," which perhaps depicts a woman holding an abstract £300,000 low estimate.

The sale did better than the bare statistics suggest because a small Braques abstract, "Verre," which was unsold in the auction, au chien," which perhaps depicts a woman holding an abstract £300,000 low estimate.

Yesterday Sotheby's sold sec-

dog. It was near the bottom of its
sestimate: late Picasso is slowly
becoming fashionable, and this
sain the auction went according dog. It was near the bottom of its was painted post-1945. It was to expectations, with a total of bought by a private European £4,258,150 and 20.71 per cent collector who also forked out unsold. This is the tricky area, 1390,000, at the top of the estimate, for a very different picture, pictures which have lost their
of a dancer by Degas, painted earmarked private buyers, per-

sotheby's manageu use account auction price it wanted for a work by Lyonel Feininger. He was a German "fauve" artist, Cox joins ROH team active in the early 20th century, COX JOINS KUH team and his painting "Les vedcepe The Royal Opera House has distes," a posterish evocation of appointed John Cox to the newcan now be expected to appear on autumn.)
the market. This one was bought Mr Cox, for 10 years Director or by the Fujii Gallery of Tokio.

f a dancer by Degas, painted earmarked private buyers, per-round 1878. haps impoverished by the stock Sotheby's managed the record exchange fall last antium.

cycling, was one of fifty four ly-created position of Production early works he left behind with a Director, completing the new friend in Germany when he was team which will develop the overforced to leave for the US in 1837. all future artistic policy and For many years the East German strategy at Covent Garden: Gen-Government refused to release eral Director Jeremy Isaacs, the paintings and they were only Music Director Bernard Haitink, transported to New York in 1984. Artistic Administrator Peter The price was above the top esti- Katona, and Dramaturg Patrick. mate. More works by Feininger Carnegy (who arrives in the

y the Fujii Gallery of Tokio. Productions at Glyndebourne and The Gallertie Isy Brachot paid later Artistic Director of Scottish 2572,000 for "L'entree en pists," Opera, will also direct his own by Chagall, depicting circus per- new productions,

# **FINANCIAL TIMES**

BRACKEN HOUSE, CANNON STREET, LONDON EC4 P4BY Telegrams: Finantimo, London PS4. Telex: 8954871 Telephone: 01-248 8000

Thursday March 31 1988

# The Jackson factor

GEORGE BUSH is not Ronald Reagan. It is mostly because of the President that Mr Bush now stands assured of the Republican Party's nomination, but there is a world of difference between win-ning primaries in one party and carrying the country in a general

For this reason, beyond all others, many American Democrats have long been convinced that the Vice President is eminently beatable in November. They have current evidence to bolster this confidence. A poll last week by the New York Times suggested that one in five of those who voted for Mr Reagan in 1984 would support a Democrat this year. Other surveys have put Mr Bush neck and neck with Gover-nor Michael Dukakis of Massachusetts, the shaky Democratic front runner. No matter how popular he remains among his party's faithful, there is a fin de siècle air to Mr Reagan's general performance at present. The easy override last week of his veto of civil rights legislation is just one manifestation of a nation no longer much moved by what its chief executive does and thinks. But it takes two fit men for a

fair championship fight and it is still far from clear that the Democrats are going to be able to field a challenger who does not have at least one hand tied behind his back. This is partly their own fault, in that pre-eminently strong contenders, such as Governor Mario Cuomo and Senator Bill Bradley, have chosen not to run. Their absence, understand-able perhaps but inexcusable given the opportunity, and the less than convincing performance of their alternatives, Mr Dukakis included, has left a void. The party's problem is that a substantial part of it is being filled by the distinctive figure of the Reverend Jesse Jackson.

## Liability and asset

He is, at once, both a liability beyond calculation and a potential asset beyond value. On the first count, his presence on the man as controversial and as co judgment is unproven, and his From tomorrow, April 1, the

a Jesse Jackson unreservedly sonal savings. "For the next six waving the flag for a Democratic months, the competition for this ticket in the autumn could make money is the biggest financial the difference between success and failure. He has finished first or second in two thirds of all the primaries and caucuses so far decided. Mostly this is because he has been able to mobility missing. decided. Mostly this is because he has been able to mobilise minority support; only in the special circumstances of the caucuses in Michigan, a depressed state with a strong sense of resentment workers save so hard as protective. against external competition, has tion against hard times, particu-his share of the non-black vote larly in old age, and to provide exceeded 10 per cent. Upcoming and more representative prima-ries in Pennsylvania, Ohio, New York, New Jersey and California have long kept much of this will test his broader appeal more severely. But even if he fails, he has already made a major point, that the minority vote matters, much more for the Democrats than it does for the Republicans, and especially in the South.

## Touched a chord

Mr Jackson's strength could transcend racial boundaries. More than any other candidate from either party, he is talking about issues that affect the com-mon man and woman. The Reagan years may have created more wealth for many Americans but underclass, which cuts across colour lines. This constituency, no longer the automatic fieldom of the Democrats and now poorly represented by the trade union movement, is there to be galvanised. It is significant that Mr Jackson has touched this chord with greater resonance than his two white opponents purveying similar messages, Senator Paul Simon and Congressman Richard

first count, his presence on the ticket, or the incorporation of his is not Ronald Reagan, it is up to policies in the platform, would surely hurt the party in the election. Even if the US were ready for a black candidate in either is debatable which challenge is slot, it certainly would not be a the more daunting.

# The future for local democracy

A COMPANY that faced a com- many authorities have laid excespetitive threat in all its markets sive emphasis in the past on the and a simultaneous upheaval in "political" aspects of their task, and a simultaneous upheaval in its financial structure would be exceedingly apprehensive. Local government is in precisely that position. On the financing side, the Thatcher Government remains determined to replace domestic rates by the community charge and assume responsibility. rate. In the process, it will raise the proportion of local spending financed centrally from uniform business little over half that in the rest of Europe) and less threatened by the proportion of local spending financed centrally from uniform the central government from the central

half to about three quarters.
In terms of markets, the ing market has fallen from about is certain. At the same time, the policy of compulsory competitive biggest market of all - educa-tion. The bill passing through Control and constraint parliament allows state schools to opt for Whitehall (rather than town hall) financing and control Since education accounts for nearly a half of local authority expenditure, even a small exodus will have serious consequences. These are pretty momentous changes. Indeed, the Audit Com-mission claims authorities are in

the "throes of a revolution." To drive home the point, it has just produced a glossy pamphlet analysing the changes and offering beleaguered town halls "eight keys to success." The report, which reads a bit like in Search on corporate success stories, argues that councils will prosper only if they radically change their attitudes and adopt more sophisticated management techniques. They must understand their "customers," train and motivate people better, communicate more effectively and so

## **Humdrum** necessity

Such recommendations sound a little trite. Local government, councillors will complain, is responsible local government more than a collection of small than any number of Audit Commore than a collection of small

As the Audit Commission points out, services need to be In terms of markets, the provided for the public, rather authorities face a series of challenges. Their share of the houswas largely a matter of statistical a third to a quarter as a result of forecasting - every new house the massive sales of council built and occupied was by definition one more customer satisfied." Yet many of the dwellings is contacted in the 188% are a largery and largery and largery and largery as the same three than the contaction field." Yet many of the dwellings erected in the 1960s are no longer regarded as habitable. Something policy of compulsory competitive regarded as habitable. Something tendering is undermining the clearly went wrong. In future, councils role as monopoly suppliers of a wide range of local harder to meet the needs of local services. The authorities also people, or else lose market share

The Audit Commission analysis is fine as far as it goes. Better management and greater respon-siveness are crucial; but they cannot be expected to compen-sate for the shortcomings of central government. Successive Thatcher administrations have failed to reform local government; instead they have seen it almost exclusively as something to be controlled and constrained. Indeed, the point has been reached where central government is actively seeking ways of excluding local government from decisions affecting local commu-nities – this is a feature of some of the inner city initiatives.

This adverse shift in power is being accompanied by one of the least sensible tax "reforms" ever introduced. Local government ought to be covering a higher proportion of local spending through broad-based and fair local taxes. Instead, it is being obliged to introduce the unpopular and inequitable community charge and rely on Whitehall for a higher proportion of its funds. These changes will probably do more to undermine effective and

Stefan Wagstyl on an upheaval in Japan's personal savings market

# Out comes the buried treasure

JAPAN'S financial companies are fighting as never before for the money of individual investors. Banks, brokers and life insurance ompanies are scrambling to take unpredictable as Mr Jackson. advantage of the greatest Whatever his other talents, he has never held elective office, his nese personal savings.

positions, mostly very much of Government is abolishing the left, would seem out of touch maruyu — a system of tax breaks with majority opinion in his country.

But, on the second hypothesis, Y640 trillion (million million) per-

Housewives, the financial man-agers in most Japanese homes,

money in the post office. But they are now being bombarded with alternatives, following the liberalisation of Tokyo's markets which allows financial companies savings instruments.

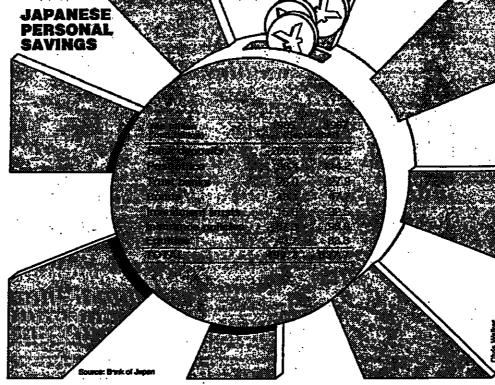
The highlight of a campaign at Daichi Life, one of the biggest life insurers, is a roadshow of invest-

ment seminars called "Life

Design Shop". Nippon Life, the largest life company, has countered by open-ing a high-technology branch office filled with bright lights and computers, at Shinjuku, a Tokyo shopping and office centre. Customers are encouraged to work out their financial plans with the help of keyboard games, funny songs and cartoon characters.

The branch manager says life insurance salespeople — mostly women in Japan — have a poor image because their only regular contact with clients is collecting transitions. We have to improve premiums. "We have to improve what people think of us," he says. Japanese banks, too, have suddenly become more eager to Gephardt.
So, if it is up to George Bush to prove, in the wider arena, that he prove, in the Record Bases of the latest combinations of the latest combinations of current and savings accounts. Mitsui Bank has a team of 200 financial advisers touring branches offering free counsel-ling. New deposits are rewarded with prizes, such as boxes of tiswith prizes; such as boxes of tis-sues and writing paper. Mitsubi-shi Bank hands out cuddly toys from a range called "Helio Kitty". The selling sometimes sails close to the wind. One bank heads its advertisements with the words "16 per cent" in bold red letters. It then explains in the small print that its rate is 16 per cent better than other banks —

because it offers 3.58 per cent instead of 3.09 per cent.
Securities companies meanwhile are holding investment tions do not, therefore, fear an rates unilaterally if there is no personal financial assets in secuclasses, announced in full-page overall decline in savings — but progress, but the post office rities, against 40 per cent for the newspaper advertisements. they are greatly concerned about refuses to budge. Bankers do not typical American.



Daiwa Securities, for example, where the money will go. In a attracts up to 200 people to sessions of its "Savings College" cent said they had already moved held at branches throughout money out of marugu accounts or

All this razzmatazz from financial companies is a far cry from the days when the *muruyu* tax- to have the equivalent of one exempt savings system was founded, after the Second World War, to help channel funds into adversebuilding the economy. Individuals can keep up to Y14.5m in tax-exempt savings -

Y3m each in the bank, the post income in the bank and the post office and bonds, plus up to Y5m office have now saved four or five in a special schemes for company years' income, he says. employees and Y0.5m on deposit
for buying a house. The system is
notorlously abused because peofunds, because the abolition of ple divide their savings between dozens of accounts in assumed names to dodge tax, or hide illicit

Japanese people have gradually reduced the proportion of income they save from 25 per cent in the early 1970s to 16 per cent now. However, the relentless accumulation of savings has continued to be fuelled by rising unequal fight because, even after incomes, not least because of the abolition of tax breaks. It is an incomes, not least because of the abolition of tax breaks, it is an incomes, not least because of the abolition of tax breaks, it is an incomes, not least because of the abolition of tax breaks is the low to be locked up for at least five years to qualify for tax exemptions.

is a golden cross. People are Ministry of Finance to liberalise thinking hard about how they rates.

Banks have threatened to free

would do so. In Tokyo, the rule of thumb is that the average investor wants year's salary in a savings account before considering anything more adventurous. Daiwa's Mr Shirai says investors are conservative as ever. But people who once had the equivalent of two years' income in the bank and the post

years' income, he says.
Life companies have had a flytax breaks on marusu accounts has suddenly made many insur-ance-linked schemes more attracgains from crime or bribery.

Controls at the post office are exempt from tax. The most poputhought to be particularly lax. It is single premium policies have From April everyone, except pensold so well that the authorities sloners, the disabled and single have ordered the companies to parents, will have to pay 20 per stop advertising the tax advan-cent tax on these savings. There tages. Nevertheless, there will be have even been suggestions in a limit to how much money will Tokyo that the change will flow into these schemes because encourage a spending spree. funds have to be locked up for at

mounting interest and dividend payments.

Mr Toshio Shirai, general manager of market planning at Daiwa post office, which has so far man-Securities, says: "All this money aged to block attempts by the

expect any reform before April

The post office fears open competition because maruyu accounts make up almost all of its Y114 trillion deposits. It is afraid its network of 23,000 branches will be too expensive to run if banks drain away funds.

Banks say customers will leave the post office because they offer a wider range of services, including cheque accounts, personal loans and foreign exchange. They are especially proud of the sophistication of their automatic teller machines. These not only pay out cash, but also do bank transfers, give statements and even approve loans on the spot. Banks hope that the higher (free market) rates available on large deposits, those above Y50m, will tempt customers to consolidate separate manusu accounts with

Meanwhile, securities compa-nies are gaining ground among the richer Japanese. While sales of equity investment trusts aimed at individuals have slowed since the October equities crash, they remain popular. Sales last year were Y22 trillion - 12 times

Brokers believe the abolition of tax breaks on small deposits will tempt more investors into the stock market, especially as capi-tal gains in Japan are for the moment largely tax free. As in the UK, privatisation of compa-nies, including Nippon Telegraph moment, the average Japanese person has just 13 per cent of personal financial assets in secu-

THE CURRENT Uruguay Round of trade liberalisation talks is supposed to reflect a fresh approach to the way developing countries fit into the international trading system. The diver-sity of the issues involved, ranging from agriculture and textiles to trade in services and invest-ment, means that developing countries have an unusually large interest in the outcome. It also means that the old, rigid barriers between North and South

are being broken down.

Mr Arthur Dunkel, DirectorGeneral of the General Agreement on Tariffs and Trade (Gatt). is one among many who perceive in this a significant change. New. more fluid alliances on specific issues like services and agricul-ture are being formed which unite some developing countries with developed counterparts. The hope is that this will eventually lead to a better integration of developing countries with the world trading system as a whole. Quite simply, the policy debate will slowly become more sophisticated because it will no longer be dominated by confrontation between rich and poor. In this context Professor

Hudec's book is timely. It examines the relationship between developing countries and the Gatt over the past 40 years and finds it flawed because it is based on a philosophy of unequal treat-ment. Partly out of the developed world's liberal adherence to the concept of welfare, a system has grown up which excuses develop-ing countries from the core disci-plines of trade liberalisation while allowing their exports preferential access to the markets of the developed world.

Prof Hudec is not the only person to question whether this seemingly benign approach is ultimately beneficial to developing countries. The World Bank, too, has urged them to reconsider their reliance on the generalised system of preferences (GSP) under which they obtain favoured treatment from the main trading powers in the industrial world.

One only has to look at the way the US has used the GSP as a bargaining chip to prise trade concessions out of Asian countries over the past couple of years
or at the recent European
Community decision to withhold
GSP benefits from Korea in retaliation for its failure to protect European patent rights – to see why this issue is topical.

Prof Hudec is a professor of law at the University of Minnesota. Though it does fleetingly however simple it may seem on address the economic issues the surface, trade policy is a cominvolved in the North-South relationship, his book's main focus is strays into the legal arena. Inevitably, this book is not an easy relationship has been subsumed read. The first half is a potted in the legal formerwork of the history of the relationship. in the legal framework of the

The Gatt is one of the very few institutions whose legal frame-work permits one rule for the nity for its unusual perspective poor and another for the rich. It even though the style is unexcitpoor and another for the rich. It even though the style is unexcitis clear from Prof Hudec's book that this approach sits very because much of the argument is uneasily with basic legal discipline. A legal system which sets out to favour some at the expense of others is bound to lose innear.

Prof Hudec of others is bound to lose impar-tiality and objectivity. The Gatt permits developed countries to distribute largesse in the form of GSP, but there are no objective rules about who should be enti-tled to such largesse and for how

ultra-free-trade Trade Policy Research Centre. Prof Hudec acknowledges that the philosophy of unequal treatment may have helped promote developing

THURSDAY REVIEW

Developing Countries in the Gatt Legal System

By Robert Hudec Gower,£12.95

country exports to the developed world in the past. But nowadays developed countries are becoming more restrictive, especially when confronted with a range of more sophisticated, processed goods which compete increas ingly with their own.

The protective shelter afforded to developing countries by the Gatt may actually work to their long-term disadvantage, he says. At one point he likens it to the addictive effect of penny gin. At another he suggests that develop-ing countries which are really interested in trade liberalisation would do better outside the Gatt.

Among his reasons is the way the present system allows developing countries to pick and choose which of their infant industries to protect. Governments, he says, are notoriously bad investors and subject to political manipulation which can Ultimately, Prof Hudec says, developing countries would be better placed to demand reciprocal access to industrial countries markets if they gave up seeking special privileges and opened up their own markets as a quid pro

A caveat for the uninitiated: history of the relationship between the Gatt and developing countries which has won some

deserve a broad public airing. He would have done the world a service if he had made his work better argued and more accessi-ble to the intelligent layman. He says the book is addressed to govnies, including Nippon Telegraph & Telephone and Japan Air Lines, has created many firstnext long flight to the Gatt in

Peter Montagnon

## Smart names to watch

■One of the big changes in Britain in the last decade or so is that the list of the country's most successful companies is not what it used to be. A few years ago, for example, not everyone would have been familiar with Hanson or BTR. Indeed some are still not. When BTR launched its bid for Pilkington even some Cabinet Ministers asked not only what is BTR but who is Sir Owen Green, the company chairman. Yet Han-son and BTR between them are part of the hallmark of Britain in the 1980s.

Business, the monthly maga-zine, has had a shot at naming the top companies of the year 2000 in its April issue. A table of what it calls "The Smart 200" covers British-owned companies with a turnover of between £10m-£80m, all of which are quoted and have been on the market for several years. The test is the speed and consistency of their growth.

Top of the list is Bestwood, which is in property and finan-cial services. Second is Body Shop International and third is Thermal Scientific of Sheffield,

Other strong runners include the BM Group of Chippenham, an engineering concern still partly owned by Beazer, and Spring Ram Corporation of Halifax which makes fittings for bathrooms and kitchens.

cal spread, range of product and seeking the shelter of the edge. management style. The now Lord
Joseph used to say when he was
Secretary of State for Industry
that he could never understand
Foggitt is a regular at the that he could never understand. Foggitt is a regular at the why one company worked and Three Tuns in Thirsk, a popular

# *OBSERVER*

Oueen's mate

Researchers into a forthcoming exhibition of betrothal rings have found that Queen Elizabeth I was a bit of a graffiti artist when it came to her love life. Unlike lesser mortals who would settle for carving bearts in tree trunks, she preferred to use her sharp-pointed diamond ring to etch out messages on glass. Nothing like "Queen Elizabeth rules OK" here though. In one exchange with Sir Walter Raleigh, he wrote: "Fain would I rise, but that I fear to fall," and she scratched the reply: "If thy heart fail thee, do not rise at all." heart fail thee, do not rise at all."
This snippet of information is included in "The Power of Love", an exhibition of diamond betrothal rings over six centuries at Goldsmiths Hall, London (April 6-22). Most have been loaned from the grivate collec-tion of New York gem dealer Revision Zucker

Foggitt is watching Easter is going to be cold this year, according to Bill Foggitt, the North Yorkshire weatherman Shop International and third is Thermal Scientific of Sheffield, Spring Cold Spell observations.

Alexander Buchan was a 19th continuous. century Scottish meteorologist who noted recurring cold spells

Benjamin Zucker.

between April 3-14. Foggitt said: "Those people who fix Easter at different times should study weather records. Then they would see the sense of having it later."

He is sticking to his forecast of Quite the most striking fact by the frogs which confidently about the table is the sheer diversity of it — in terms of geographithms and the middle of the pond instead of

companies; its guiding star can not be the latest issue of the Harnot be published on the town as latest and the latest issue of the Harnot be the latest issue of the Harnot be the latest issue of the Harnot be published on the town as latest and the latest issue of the Harnot be published on the town as latest and the latest issue of the Harnot be published on the town as latest and the latest issue of the Harnot be published on the town as latest and the latest issue of the Harnot be published on the town as latest and the latest issue of the Harnot be published on the town as latest and the latest issue of the Harnot be published on the town as latest and the latest issue of the Harnot be published on the town as latest and the latest issue of the Harnot be published on the latest issue of the Harnot be published on the latest issue of the Harnot be published on the latest issue of the Harnot be published on the latest issue of the Harnot be published on the latest issue of the Harnot be published on the latest issue of the Harnot be published on the latest issue of the Harnot be published on the latest issue of the Harnot be published on the latest issue of the Harnot be published on the latest issue of the Harnot be published on the latest issue of the Harnot be published on the latest issue of the Harnot be published on the latest issue of the Harnot be published on the latest issue of the Harnot be published on the latest issue of the Harnot be published on the latest issue of the Harnot be published on the latest issue of the Harnot be published on the latest issue of the Harnot be published on the late



lames Herriot the author, walked

Foggitt pointed him out to a visit-ing American who walked over to the vet, hugged him and gave him a kiss.

Returning to the weather, Fog-gitt advised overcoats at the weekend and warns of a few once - nice man."

Oxford heavies

Behind the publicity and the such as cobblestones and tramsweat involved in preparing for lines must be removed. Saturday's Boat Race for the The proposals, emana

acquire experienced oarsmen while Cambridge continue to behave like gentlemen.

Oxford have five post-graduate carsmen in their crew which includes six Old Blues from last year's winning crew, and two Americans. Cambridge are an all-British crew, and with the exception of stroke, are all under-graduates.

Angry mutterings say this is why Oxford are on average 11 pounds heavier – are post-gradu-ates better fed? – and older with an average age of just over 23 against just over 21, along with suggestions of inducements to graduates to stay on and row the

Beefeater Gin, in the second year of the £330,000 three-year race sponsporship, declines to comment on the matter.

Lunch is off

Exploiting a "loophole big mough to fly a 747 through," Continental Airlines has bee advising Americans in recent James Herriot the author, walked in with Roy Hattersley, deputy leader of the Labour Party. Foggitt, who at 75 has not lost his eye for an attractive woman, said: "There was a ravishing blonde with Hattersley. I expect she was helping him take on that Prescott fellow."

Wight, who often wears dark glasses in the evenings, is a shy man who tries to avoid publicity. It did not go down too well when Foggitt pointed him out to a visit-

and closed the loophole.

On your bikes With European Commission is

setting common conditions for weekend and warns of a few showers on Sunday. "Nothing to worry about, as Michael Fish — the BBC weatherman — would say, I went for a Donkey ride with him on Blackpool beach with him on Blackpool beach corless model Recycled materials." the production and use of bicyseriess model. Recycled materials should be used in their manufacture, cycle paths must be pro-vided at borders, and obstacles



IN THE OLYMPICS. IN THE SPACE PROGRAM. IN SIGNIFICANT LIVES LIKE YOURS. THE OMEGA CONSTELLATION, FOR YOU BOTH,

FOR FURTHER INFORMATION CONTACT YOUR OMEGA JEWELLER OR TELEPHONE 0703 611612

John Elliott and Geoffrey Owen talk to India's Prime Minister, Rajiv Gandhi, about his plans to tackle his country's problems

# A renewed promise of reform

MR RAJIV GANDHL India's vorme but hard pressed Prime Minister, exudes confidence and enthusiasm. With a personal style which betrays no strain or depression after the political traumas of the past year, he seems determined not to be diverted from his chosen path of reforming India's over-protected and over-regulated accounts.

Y Robert His

- 112 E

"We are very clear, there is no change in thinking," he declared dur-ing an interview in New Delhi's Parhament House. He dismisses last year's problems, which included per-sonal charges of corruption and a revolt by some senior ministers, as "raw politics". But he recognises that another dose of reform and a reaffir-mation of policy is needed to pick up the momentum that was dissipated.

mation of policy is needed to pick up the momentum that was dissipated. Mr Gandhi, 43, retains the honesty and openness which impressed peo-ple when he suddenly came to power in early November 1984, after Sikh extremists assassinated his mother Mrs Indira Gandhi. In the intervening years, he has slipped from the pinna-cle on which India and the world put him because he has failed to hold a stable government together and for stable government together and to overcome India's great resistance to

change.

He has until the end of next year, when a general election is due, to prove himself afresh. In addition to pushing through reforms, he must also tackle two other issues: the growing Sikh violence in the Punjab and the Sri Lankan ethnic crisis, which is tying down at least 45,000

Indian troops on foreign soil.

But, wisely or unwisely, he seems broadly happy with his image and admits to little worry about his credibility. "The image problem is more in a certain section of society and a cer-tain readership of the media," he says, referring to the urban elite which he believes is always fickle. But in other areas there is much

more important work to be done than to be worrying about refurbishing images. The truth will come out and the orban elite are intelligent people; they will see what's right and what's

stand in the way of change. He explains that last year's progress was slowed down, not only by political problems, but also by a drought which really strained us very much and removed any flexibility we had."

There was also an expensive Pay

There was also an expensive PayCommission award of rises exceeding
20 per cent for government employees
and other public sector stall, without
any productivity increase.

Mr Gandhi recognises that the public sector has been absorbing too
mach of the nation's savings, especially through investment in infrastructure, and that government
spending must be cut. He says the
balance of payments is in the amber
zone, "but the right response must be
to restrict imports.

India has been hit by two years of
droughts and Mr Gandhi argues that
his industrial liberalisation policies
have been windicated by good growth
rates — about 8 per cent in the past

nave been windicased by good growth rates — about 8 per cent in the past year — despite these aethacks. "We are very clear it is because of the policies we had started," he says. But he is not entirely happy about the reaction of businessmen. "The response we are getting is very posi-tive from the middle and small sec-- but the big boys, they are just

too heavy. He is critical of industrialists for their reluciance to face competition. When they are given licences for a certain line of production, he says, they want assurances of profitability. but "that's their problem. We're not responsible for whether they are sucn. We're not cessful or not."

The next target is agriculture, which Mr Gamihi says has been iden-tified as a major weakness by the Planning Commission in its recent mid-term review of the country's seventh five year plan. "We have a good excase — we have had four bed monsoons. But I don't think that is snough. You can make excuses but you must be strong enough to over-come these things, India is capable of handling the severest climatic conditions. But that is not good enough. wrong."

We have got to go through such periMr Gandhi is determined to break ods with much less difficulty."

through the vested interests which Mr Gandhi seems unlikely to be

able to have as dramatic an impact on agriculture as he had on industry in his first counie of years. But he hopes that measures in last month's Budget, plus what he calls technology missions on oil seed and other

ogy missions on oil seed and other production, will help.

"We need better utilisation of what we have already invested in. Our investment in irrigation is wasted to a very high degree. We have got an obsession for hig things and sometimes do not complete them." Mr. Gendhi also has a working error try. Gendhi also has a working group try-ing to find ways of making subsidies more selective, so that they reach the producers and consumers who really

need them.

Reform of the public sector is a central theme. "We can't continue subsidising non-essential areas in the public sector. I don't think India is ready for the sort of privatisation that you have done in England." But he wants government intervention to be more flexible investing in new flexible investing in new flexible investing in new flexible in the contraction. be more flexible, investing in new areas, like biotechnology, and moving out of activities where it is no longer needed. He points to the access which has been provided for the private sec-tor in defence and telecommunica-

tions production. Mr Gandhi attaches great symbolic to privatise a state-owned scooter fac-

tory and to close down a public sector unit. (The difficulty of closing any-thing, in private and public sectors, is a constant complaint of Indian industrialists.) Yet the purchase of the scooter factory by a leading private concern, Bajaj Auto, is being fought by the employees, who fear the loss of jobs.

The Prime Minister acknowledges his lead of macross in reducing the

his lack of success in reducing the public sector. "I have to admit we have been banging our heads. We have identified areas, but the govern-ment is such an incredible machine that whenever you ask a question it goes to the department you have been asking about and they have very good answers, as we have all seen on your BBC series (Yes Minister and Yes Prime Minister). I have quoted from it in some of my meetgs. I've got a touché reply and got

the thing done.
"I set up a little group to identify surplus non-essential areas where we are operating. We found a number of them. We have managed to reduce them in size, but I must admit we haven't been able to close down anywhere. thing substantial. But we have reduced the number of posts in gov-ernment very substantially, by well over 8,000, without trauma, by clos-ing down at the right time."

One of the main criticisms of Mr. Gandhi's regime is that corruption has become worse in the past three years, despite his initial emergence as a Mr Clean devoted to stamping it out. He has constantly denied that he and his family were involved in last year's scandal, which is still run-bling, about bribes and agents' com-missions on a \$1.4 hr Rofors cun con-

ons on a \$1.4bn Bofors gun con-

But he does not strongly demur from the allegation that corruption in India is worse. Instead he considers the causes. He says that rapid social and economic changes during India's 40 years of independence, which have pressed several centuries of west em-style development, are obviously

mentalism that is coming up is bred for the same reasons. Suddenly you have rootlessness, so you grab at something and you grab the most fundamental thing you can find," he adds, referring to recent increases of sometimes violent fundamentalism among India's religious and ethnic

The first thing that then falls by the wayside is the value system. As people become literate and educated,

\_Investing in

they accept "a purely materialistic value system." That breeds a view that "it is not corruption any more, so it becomes normal and natural.

"No matter how much policing you "No matter now much policing you then do, it is a sort of bottomless well you are looking into. One of the problems with taking police action without denting the value system is that you increase the value of corruption. It is simplistic to say you must have more policing. Unless you change the value system, which is causing corruption. you can't get it at the roots." ruption, you can't get it at the roots."

The problem is caused, says Mr Gandhi, by heavy bureaucratic controls, by decades of shortages and, especially, by a bad education sys-

Mr Gandhi does not accept the common criticism that he has had too many Cabinet reshuffles. He says that major portfolios and senior poets have not been changed too much except when his hand was forced by people leaving. "Apart from that, we have tried to get stability." He says he also has tried to give special importance to portfolios like education and health, rather than the eco-nomic ones "because the root of economic development is the human

He rejects with equal aplomb criticlaim that he is becoming isolated, consulting few people and making decisions on the basis of short brief-ing notes. "I consult my Cahinet mining notes. "I consult my Cahinet ministers, but the system doesn't seem happy about that. People don't believe you consult your Cabinet ministers. They believe there has to be a coterie or something — and if there isn't one, the system is just not happy, but they have got to get used to it."

The appearance of isolation is

The appearance of isolation is ed because of the heavy and often stifling security which sur-rounds him, at home, in his offices and when he travels – he heads the Sikh extremists' assassination list. "I have worked out systems of cutting through it, not by ignoring it or throwing it away but by co-operating m. But it does limit things you can't be as free as a Prime Minis-ter was 10 years ago. But I think I do get enough contact with people when I am outside Delhi, Delhi is a little

But despite all the problems, he strongly rejects the idea that he would like to go back to civilian life where he used to be an airline pilot. He admits he would enjoy the private life, but not another job.

So is he caught up in politics? Yes and no. "The yes is that it is a challenge. When you are successful and you get things done, it does give you tremendous satisfaction."

But the idea that this initially reluctant politicism might sometimes be tempted to walk away from it gets a very firm "No". The prime ministe-rial line of succession, which started with Mr Jawaharlal Nehru, India's first Prime Minister and Mr Gandhi's grandfather, and continued with Mrs Gandhi, will not easily be surren-

## The Punjab dilemma

MR GANDHI recently released from prison five militant high priests and other extremists in a controversial initiative to try to quell growing Sikh violence in the Punjab. Nearly four years ago, Mrs Gandhi tried to break the strength of the extremists by sending the Indian army into the Sikhs' Golden Temple at Amritsar, where the released priests now reign.

Asked why he had decided to release them, Mr Gandhi simply said: "We have tried everything else." There was no other Sikh lead-ership to deal with. He had tried the recognised Akali Dal party through elections in 1985 and, more recently mother elder, Mr Singh Badal, "and it didn't work out."

Mr Jashir Singh Rode, leader o the five, had given the Government no promises about ending violence. "He wouldn't survive if he had given us any assurance, he would be of no value," said Mr Gandhi.

"I have always believed you can-not solve a problem of terrorism by just brute police force - it's like saying that by having police and better anti-corruption activities you can end corruption. You cannot. There has to be a parallel track, to have a political opening where you can find out what the problems are.

out what the problems are.

"If you ask me what the real problems of the Sikhs in Punjab are, I don't know, I don't think they know. You can say it's about sharing (the city of) Chandigarh or river waters or territory, but that's not really why they are so upset," says Mr Gandhi, referring to the Sikhs' territorial claims against the neighbouring state of Harvana. ing state of Haryana.
In criticism of the Akali Dal Party,

Mr Gandhi said: "Who are the mo erates? Have the moderates made any moderate statements? They haven't. The moderates have been as extremist – sometimes even more so - than the extremists because their feet are on loose ground." He also distinguished between the terrorists and the extremists. "Extremists are people with an extreme religious or political view, but who have not gone to terrorism. We are not and do not intend to talk to the terrorists. "I see the task as trying to pull

over the maximum number that we can into the mainstream and on to the side of reason. But I accept that there will be a group who are not Many Sikhs insist there can be no eace without some form of emo-

peace without some room tional gesture by the government preferably an apology from Mr Gandhi for his mother's 1984 raid on the Golden Temple. To that Mr Gandhi said; "Something emotional. yes, but what is difficult to say at this time. We shall have to see that further down the road."

## People may be penalised

From Miss Clare Short MP.

Sir, You reported (March 24) that the Secretary of State for Employment had written to the Trades Union Congress assuring it that the new Adult Training Programme would not be compul-

assurances are not all that they seem. Clause 26 of the Employment Bill gives him power to designate the new programme as approved training, and specificates which use the BES in the specialise in the residential prop-cally provides that work experi-way - I think - the Treasury erty area. Given the lower tax carry provides that work expert way — I make a free that work expert way — I make a free that work expert way — I make a free that work expert way — I make a free that work expert way — I make a free that work expert way — I make a free that work expert way — I make a free that work expert way — I make a free that work expert way — I make a free that work expert way — I make a free that work expert way — I make a free that work expert way — I make a free that work expert way — I make a free that work expert way — I make a free that work expert way — I make a free that work expert way — I make a free that way — I m for refusing a place on the programme or for leaving early. The penalty is loss of unemployment about £700,000 raised and almost be guaranteed by invest-benefit for six months or a 40 per invested locally. The 19 compa-ing in property in the south east? cent cut in supplementary benefit nies which have received equity Forgetting basic principles has

 $p_{ij} \sim M_{\rm sol}$ 

isters refused to give this assurance. They constantly said they that this meant he could make ular well for four years and it PO Box 36, such plans at any point in the must be running dry. Some investigations of this Parliament). This was never

The White Paper also promises ning of the Availability From Mr Hubert Scholes. for Work Test. Norman Fowler

number of offers.

I am convinced that ministers adults onto the new programme. If the Availability for Work test fails to do the job, the scheme will be designated under clause

Clare Short. House of Commons, SW1

## South the man is extract assessing the same of the sam Letters to the Editor

## 'Venture' should mean start-up

ringramme would not be compul-from Mr R.G. Halford. tors may now have too high a Sir, The Budget's extension of percentage of their portfolio Unfortunately Mr Fowler's the Business Expansion Scheme invested here in St Helens. ssurances are not all that they (BES), to include investment in Fotential investors now have companies specialising in letting an easy option. This is to invest residential property, could be their money in one of the many disastrous for small local syndinew BES syndicates which will

ignated, people can be penalised. Tilney Charterhouse and latterly facturing business in the north of for refusing a place on the programme or for leaving early. The four RES syndicates, resulting in a more than adequate return can for six months.

The Opposition has repeatedly asked for assurances that the new programme would not be designated under clause 26. Min
The problem faced by all local contribute nothing to labour syndicates is obtaining subscriptions to their funds. Our experi-

had no plans to designate. This is ence reflects the strong commutation of the phrase used in Mr Fowler's mity support for St Helens, but The Community of St Helens letter to the TUC. We pointed out we have now come to this partic.

## Zero-rating is not the best way

Sir, Mr Robin Rowe (Letters, loses revenue, which must be larch 23) rightly draws attention made good by an unnecessarily the VAT treatment of cereal high standard rate of tax — or for Work Test. Norman Fowler spelled out in committee that March 23) rightly draws attention people could be refused benefit to the VAT treatment of cereal indefinitely if they refused a bars and children's furskin clothing. These — and many similar ma I am convinced that ministers anomalies - arise from the deci-intend to force unemployed slow to zero-rate food, children's clothing and other items in order to help the less well paid, in whose spending budgets they loom large.

However, VAT zero-rating is not the best way of securing this aim. As well as creating absurd in Lencaster Avenue, anomalies, it benefits the better-

off even more than the poor. This Step by step they

higher taxes elsewhere. Income tax and social benefits are much better adapted to the purpose, it is sad to see so many Members of Parliament, of all parties, resisting the efforts of the European Commission to bring about a sensible reform.

From Mr Jonathan Hoffman.
Sir, Roger Bootle (March 23) criticises the UK authorities' fullure to make explicit the valuation losses of foreign currency reserves, resulting from the weakening dollar last year; he prefers the Germans' approach.
German reserve accounting practice, however, produces a

the reduction of global paymen

apparently here to stay, is there not a good case for some standarction of national practice in this important area of fiscal pol-

Jonathan Hoffman, McCaughan Dyson Capel Cure, 65 Holborn Viaduct, ECI

From Mr Ernst Verbeek. of Church shoes as " tims" or "City Sloane Rangers." Ernst Verbeek

## Not all such schemes are run solely for the highest paid executives three advantages in obtaining shares immediately. We should meet their guidelines in relation in the state of the intended to encourage executives. Moreover, such advantages much From Mr Richard Percival.

Sir, "The report of my death was an exaggeration," cabled Mark Twain. The same could be said of reports of the death of the approved share option scheme as a result of the change in the taxation of capital gains.

Michael Skapinker's article (March 17) correctly states that the principal advantage of such schemes has been that beneficiaries are liable for capital gains on any gain - which for highlypaid executives means tax at 30 per cent rather than 60 per cent. Not all such schemes, however, are run solely for the highest

\$5,000 CGT allowance. At the 40 per cent higher rate this represents a tax saving of £2,000; not an insignificant amount even for the highly paid, and only irrele-vant for those executives who are accustomed to using up their

Second there is the question of tex (CCT) rather than income tax a non-approved option arises upon exercise, whereas the executive who exercises an approved option only becomes liable for CGT upon sale of the resulting shares. In my experience, it is by no means true to say that execu-tives always sell all of their its

to build a shareholding in their be weighed against the flexibility common with the common way and the common way and the common way are the common way and the common way are the common way.

the provisions of Section 79 of the those options in a way which Finance Act 1972, it will still be best suits his own tax position. possible for a non-approved it is possible that the change in scheme to fall into the trap of the taxation of capital gains may giving rise to a tax charge upon lead to approved share option grant of an option, or at times schemes being made available to timing The income tax charge on other than upon exercise of the a broader band of executives, and a non-approved option arises option, or sale of the resulting to such executives being more

achemes. But many of these are unwelcome.

not available to a public listed Richard Percival.

company which is constrained by Buck Paterson Consultants, its institutional shareholders to 10 Buckingham Place, SW1

Third, in spite of relaxation of approved options to deal wit

likely to retain shares resulting Certainly, there are some from the exercise of options. Ne advantages in non-approved ther of these results would be

## Standardising the practice would help-

practice, however, produces a perverse (for an appreciating curperverse (nor an apprenanting can-rency) discretionary fiscal tight-ening whenever the US dollar-falls significantly against the DM — a most unhelpful obstacle to mbalances. Also: dollar apprecia-tion does not lead to fiscal lossen-ing – via unrealised gains on the reserves – to nearly the same extent as dollar depreciation engenders tightening, implying a deflationary bias to policy over

If we note, further, that since the Bundesbank's year-end (December 31) the US dollar has recovered about one fifth of its 1987 loss against the DM, it

becomes questionable whether the German procedure is much more satisfactory than our own. With exchange rate volatility

went to Church

Sir, A significant proportion of your readership has almost cer-tainly been seriously offended by your report on Church & Co's annual result, referring to buyer Prinsengracht 38 C, 1015 DW Amsterdam,

morid's vital raw materials. Even with all this in mind, you may still expertise to enter these markets safely.

Rudolf Wolff has launched two quite separate ways for the private investor to enter these fast-growing markets. Two Ways to Invest in Traded Options.

of unbroken experience in the Commodity Markets.

of just £5000, can be a vital part of a welldanced portfolio. Perhaps more importantly, each allows

Whatever you decide; the Private Client

# Traded Options is not for everyone. Find out if you are the exception.

You may be attracted to Traded Options by their potential to produce unlimited profits in just a few weeks,

But you'll no doubt have realised that to succeed you will need to monitor every one of the world's markets, every minute of the

You may, of course, be drawn by the fact that, with Traded Options, the risk of loss normally associated with Futures is now completely limited to a known and fixed ount well <u>before</u> you begin to trade.

Perhaps you're interested in Traded Options because they can - and frequently do - produce dramatic profits even in falling

Or that, unlike the Stock Market, the Commodity Markets offer you the chance to invest in something more substantial than mere paper: you will be investing in the

be worrled that you do not have sufficient Such a cautious approach is not only to be commended, it is also the reason why

Each is fully backed by the worldwide resources of Rudolf Wolff with over 120 years

Each offers unrivalled opportunities for growth and, with a minimum investment

you to decide precisely the level of control over your investment that you personally require, safe in the knowledge that you will never be called upon for extra funds.

calibre of investment management and advice that has been the hallmark of Rudolf Wolff since 1866.

Managed Traded Options Accounts. Rudolf Wolff's Managed Accounts have been designed for those who would rather delegate the complex day-to-day decision

making to a team of highly qualified Unlike traditional Managed Accounts, however, you will also be able to discuss strategy and investment opportunities directly with the Account Managers, each of whom has been carefully selected for his depth of knowledge, expertise and proven track record for producing above average profits. Your Account Manager will monito

the world's markets for you via Rudolf Wolff's worldwide network. They will act on international trends nd price movements and relieve you of the burden of paperwork and administration.

Independent Traded Options Accounts. Rudolf Wolff's Independent Traded Options Accounts have been developed specifically for more experienced investors who prefer to take an active role and make their own individual investment decisions.

In essence, the Account Managers act on your behalf in much the same way as your stockbroker; carrying out your instructions and advising you of trends developing in the markets around the world. They will guide you in all aspects of

Options Trading, ranging from simple techniques to the most sophisticated strategies. And discuss with you the ideal level of financial resources and knowledge of the market you should have before you invest in

an Independent Traded Options Account. To safeguard your interests, they may recommend that you begin by investing for a while in the relative safety of a Managed Account while you familiarise yourself with

Your next step.

To find out whether Traded Options are for you, simply telephone the Private Client Department on 01-626 8765 or complete the

We will ensure that you receive a booklet detailing the range of broking services we provide and giving examples of how Traded Options can be made to work to your advantage.

## The Private Client Department of Rudolf Wolff.

dolf Woiff & Co Ltd , The Private Client Department, Plantation House, 31-35 Fenciusch Street, London EC3M 3DX. ne: 01-626 8765. Telex: London 885034. Fere: 08-626 3939.

Please send me details of:

☐ Managed Traded Options Accounts
☐ Independent Traded Options Accounts

Name		F73)
		F13
Address	-	
· · · · · · · · · · · · · · · · · · ·		



# **FINANCIAL TIMES**

Thursday March 31 1988



100

# Decisive Connecticut win keeps Dukakis's hopes alive

THE FIGHT for the Democratic presidential nomination remained unpredictable yester-day as Mr Michael Dukakis's campaign gained pace with a victory in the Connecticut primary, agencies report from

beat Mr Jesse Jackson, the black civil rights leader, by more than two to one in a contest he had to win by a substantial margin to keep his White House hopes alive.

Mr Dukakis took nearly 60 per cent of the vote and 36 convention delegates, with Mr Jackson winning about 29 per cent of the balloting and the remaining 16 delegates. The two men are now even

with just over 600 delegates each and 2,082 needed to secure the nomination. The victory came just three days after Mr Jackson established himself as a strong chal-

lenger for the nomination when he beat Mr Dukakis by a similar margin in Michigan. The 698 "super delegates"-the party professionals and elected officials not pledged to a particular candidate – who will attend the party's July

convention could hold the key According to polls, Mr Jack-son and Mr Dukakis are running almost even in Wisconsin which holds the next primary on April 5.

Vice-President George Bush won yesterday's Republican primary in Connecticut with 70 per cent of the vote, But the victory in the state where he grew up as the son of a prominent senator really did not

Senator Robert Dole, dropped out of the race yesterday.



Jesse Jackson's Michigan win has transformed the Democratic race, writes Lionel Barber

# Democrats begin to think the unthinkable

SHORTLY after his landslide vic-tory in Michigan, the Rev Jesse Jackson let it be known he had ton with a leading figure of the Democratic Party establishment, Mr Clark Clifford, the 81-year-old former US Defence Secretary.

One breakfast spent face to face with Mr Clifford, one of the chief political fixers in town, does not make a presiden-tial nominee. But it does show how Mr Jackson, having come first or second in 27 out of 37 in the Democratic race from radi-cal black outsider to pin-striped Through his eloquence, his cru-

sading zeal and his unquestioned support among the nation's blacks and a small but growing proportion of whites, Mr Jackson has forced the Democratic Party to think the unthinkable that he could win the popular vote, carry the most delegates into the national convention in Atlanta in July and even become the party's dential nominee.

On Monday, two days after Mr Jackson's crushing two-to-one victory in Michigan over the then favourite for the nomination, Governor Michael Dukakis of achusetts, the shift in viewpoint was palpable. Ms Meg Greenfield, writing in the Wash-ington Post, finally tackled the prevailing wisdom in the Ameria serious contender for the Demo-cratic nomination but in fact is

less.
The question is what Jackson

Crusading zeal: Jesse Jackson campaigning in Detroit for the Michigan caucuses

Dr Martin Luther King Jr.

After an assassin's bullet cut down Dr King in Memphis, Tennessee, on April 4, 1968, Mr Jackson appeared on television in Chicago wearing a blood-stained sweater claiming he had cradled the dying preacher-politician in his arms.

His behaviour (not for the last time) was denounced as an opportunist grab for the head-lines and cost him support in the civil rights movement. But with single-minded determination — which some attribute both to his would saw Western Europe and Japan to pay more for its defence, he would sak Western Europe and Japan to pay more for its defence, he would stop US aid to the Nicarston Breadhasket and PUSH (People United to Save Humanity) which attempted to take advantage of President Nixon's minority set-aside programmes. At times, PUSH looked less a political movement and more a shakedown operation, particularly when hig white-run coaporations because he more afform reflects the economic strug-form reflects the economic stru

resident. With the Third World, it would Mr Jackson has never held any roll back the dominant themes of public office. He is an ordained President Reagan's two-term Baptist minister who first rose to administration.

national prominence as an aide
to the black civil rights leader,
Dr Martin Luther King Jr.
After an assassin's bullet cut
prevent companies closing facto-

in Detroit for the Michigan caucuses

in Detroit for the Michigan caucuse

in Democratic race caucuse

in De

# Leyland **Bus in** cash deal

the 1980s, has production plants at Farington, Lancashire, and Workington, Cumbria It produced 1,400 buses last year and and expects to make 1,750 in the current year, rising

to 2000 in 1989. Production of Leyland but

# Moscow airliner

with the East is regarded as a erious impediment to aircraft

Cocom is now processing an application by Airbus Industrie to sell two wide-body Airbuses to

The Cocom vetting procedur will centre above all on the possible military use of electronic systems and aero-engines on the

THE LEX COLUMN

# Reading too much into it

Share Price

Standard

Chartered

The market has got itself into such a muddle over the Government's exchange rate policy that yesterday's statement from Mr Lawson was seized upon as a major change of stance. In putting the rise in the pound in the ting the rise in the pound in the context of the fight against inflation, he was apparently uttering a platitude; but the remark sent sterling above DM3.12 as the news spread that the battle of the pound had been won by the Prime Minister.

While exchange rate policy has certainly changed since Lawson certainly changed since Lawson changioned the managed float at the Mansion House last year, yesterday's testimony uncovered nothing new. The Chancellor, the Prime Minister and the Bank of England seem to have reached a shares on seven times earnings — scarcely attractive in view of the risks of a squeeze on the miliing what Leigh-Pemberton said the risks of a squeeze on the mili-on Monday: the aim is a stable tary side and the uncontrolled pound within the confines of an costs of Airbus.

anti-inflationary strategy.

In practice, that means letting the pound through DM3 when the pound through DM3 when the pound there would mean probability the means the would mean probability there would mean probability the would mean probability t the pound through DM3 when keeping it there would mean progressive reductions in interest rates. Similarly, it implies letting it move above DM3.10 when one cut in base rates has already proved poweriess to hold it there. The initial cut to 8.5 per cent was permissible as it followed a 10 premig rise in sterling and a fall in the oil price. But to cut rates in the oil price. But to cut rates again now on the basis of a smaller sterling move and an oil price rise would make nonsense of those grand anti-inflationary intentions. Moreover, the vision of the building societies prepar-ing to follow the Halifax with a general cut in rates can only strengthen the Government's

resolve.

The next intervention level almost certainly lies nearer 3.15 than 3.12, and may be higher still. Wherever it is, the market will doubtless find out soon enough. Not only is it so infatuated with sterling that it can happly forgive the despening trade deficit, but the weakness of the dollar can only tash it the same dollar can only push it the same

British Aerospace

British Aerospace's £320m write-off may be small potatoes compared to what it is getting with Rover, but it is a reminder of why BAe might have wanted Rover in the first place. Even after future losses on the civil

tion, it has three large shareholders – accounting for 38 per cent of the equity – whose long-term ambitions for the group may not always square with those of the management. The group could be a supported by the square with those of the management. restore its capital strength by shrinking its business even more drastically than it has done already, but it does not sound like this is a path it intends to Instead, Standard Chartered

presumably will soon be asking its shareholders for upwards of 1200m to pay for its past mis-takes. A large part of that will go towards paying future dividends, and it will be a measure of the group's willingness to solve its long-term problems if it finally decides to trim its payout to

## Maxwell/United

Logic might suggest that the head of something called the Maxwell Communication Corporation would be more than normally skilled in the art of communication. would be very unlucky not to produce more this year in operatmunication. But Mr Robert Maxwell is no slave to expectaing profits than the interest BAe could earn on the £150m purchase price, and, since Rover comes debt-free and stuffed with tion, in this or in any other area. As recently as New Year's Eve he was trumpeting his foresight in the matter of the market's Octotax losses, its operating profit goes almost straight to earnings ber fall; but to judge from yester-day's figures, that did not stop him from losing something between £10m and £40m in the per share. Hence the prospective p/e of 4 which the market has fixed on, and which is taken to between £10m and £40m in the crash. The exact extent of his second half losses is impossible to discern from the year-end figure of £47.6m of profits from "other activities". But the fact that this figure nonetheless represented 29 per cent of total pre-tax profits fuelled all the old worries about our little of earnings. accommodate the risk of Rover going wrong. Shareholders who disagree with that can take little comfort from the fact that the shares will be more vulnerable again if the deal falls through. boast that the sun never sets on its round-the-world banking empire, but it certainly seems to be getting rather low on the hori-zon. A \$274m pre-tax loss for 1987 and a significant decline in net interest margins on the underly-

quality of earnings.

The quality of the other 70 per cent of MCC's earnings looks massailable, though. Electronic publishing should rise from next to nothing to become a significant most to return this year while margins on the US printing business should be impressive. And who could quibble with the overall strategy of building a global information and communications business? Indeed, if there were a bit more information and communication in evidence, the City might not even be so tempted to

dend.

The group's problems have already been well rehearsed.
With shareholders' funds of slightly the wrong side of a nerre seems little prospect of Third World loans, Standard effits are on the horizon from growth in the next few years. The picture is still obscure enough to make forecasts very tentative, but pre-tax profits this year of sidiaries are completed. In addi-

# Meese faces growing calls for resignation | Volvo buys

BY LIONEL BARBER IN WASHINGTON MR EDWIN MEESE, the US Departme

Attorney General, yesterday their aides resigned in a move faced growing calls for his resignation over what appears to be a attributed to concern that the widening criminal investigation into his financial affairs and con-

Senator Robert Byrd of West Virginia, the Senate majority leader, echoing calls by many Democrats, said Mr Meese was "the crown jewel in the sleaze factor" of the Reagan Adminis-tration. "He ought to get out." However, the White House con-

tinued to express full confidence in Mr Meese. "President Reagan thinks the Justice Department is operating just fine," said the chief White House spokesman, Mr Marlin Fitzwater.

investigations on Mr Meese were

Department officials and four of ment saying he was "greatly con-their aides resigned in a move cerned" about morale at the McKay is seeking to establish that Administration officials Justice Department.

According to the report, Mr McKay is seeking to establish whether Mr Messe's close friend Mr Meese is the subject of Mr Robert Wallach had helped criminal inquiries into his role in helping the Wedtech Corporation, eral's income by recommending

hecause "while I knew we could survive in the short-term, I was

Leyland Bus, whose workforce

# development

Western airliner types.

Mr Heinrich Machowski, a

Soviet trade expert at the German Economic Institute (DIW) in Berlin, said Cocom would be a severe obstacle to aircraft co-operation with Moscow.

## investigations on our meaning damaging the department. Mr Arnold Burns, the deputy Attorney General, and Mr William Weld, head of the department's criminal division, expressed their concern to Mr Howard Baker, the White House Chief of Staff. When told that Mr Reagan would not back attempts to disverse Mr Wellach — who has already been indicted on fraud and racked involvement in promoting within the Administration a private-sector plan to build a \$1bn iraq-to-broad mr Meese, a political ally The Washington Post reported vesterday that the independent seven "Baby Bell" telephone companies while he and his wife Mr Ernst Knappe, a senior vice-president of the parent Volvo group, said there would be "substantial investment" in Leyand friend for more than 20 yesterday that the independent seven "Baby Bell" telephone compenses, both men resigned, counsel, Mr James McKay, had panies while he and his wife south Carolina, one of the most Massack wife Thereby distinct the country of the most supported by the carolina one of the most supported by the carolina one of the most supported by the carolina of the most supported by the carolina of the most supported by the carolina one of the most supported by the carolina of the ca sanstantial investment in Ley-land Bus, whose 1,850 remaining jobs would be secure. Mr Knappe is taking over the chairmanship of Leyland Bus and South Carolina, one of the most Meese's wife, Ursula, dating back the businesses which were cre-conservative and senior Republi- to 1981 when she came to Wash-cans in the Senate, issued a state-ington. Mr Larserik Nilsson, president of Volvo Bus Corporation, will be its managing director until a permanent replacement can be found. BY MICHAEL DONNE, AEROSPACE CORRESPONDENT, IN LONDON has fallen to its present level from around 5,000 at the start of

# BAe makes special Airbus loss provision

BRITISH Aerospace (BAe), fresh from its agreement with the UK of its management and financial accountability.

Rover Group, the state-owned automotive concern, has had to make a £320m (\$598.4m) special provision in its accounts to cover loss of £8m potential losses up to 1991 on £762m in 1986.

RAE losses of cially the European Airbus.

1987 earned a pre-tax profit of the losses were mostly on the £161m against £182m in 1986, its overall result after tax and the gracial result after tax and the gracial results after the gracial results aft

World Weather

Algeria Anteredata Anteredata Anteredata Barratona Bernat Bernat

He said BAe's losses on civil aircraft work amounted to 268m

on a turnover of £753m, against a loss of £8m on a turnover of BAe losses on Airbus work last

As a result, although BAe in year amounted to £38m. The rest

special provision was a net loss of £110m against a profit of £84m, said Professor Roland Smith, BAe immediate future, civil aircraft, chairman, who presented the group's accounts for 1987.

Prof Smith also made an imprecedented public criticism of the £320m special provision, £180m covered anticipated losses the way in which Airbus is run on Airbus work up to 1991.

Airbus Industrie."

He described Airbus as currently run in "a loose-limbed, undesirable and unaccountable

Prof Smith emphasised, however, that while it was not good for the UK economy to have a stake in an organisation such as that, BAe had no intention of quitting the consortium, which had now won a major share of world airliner markets.

Prof Smith said BAe was bringing finense pressure" on the UK wants managing."

Government to achieve "fundamental changes in the structure and financial arrangements of manocuvre because the UK Government was the primary sharemanoguve because the UK Gov-ernment was the primary share-holder, he said, although the 20 per cent stake was managed by

considerable personal anxiety and concern," he said. BAe accepted that little could

be done until "the Four Wise Men," currently studying the whole manifal structure of Anbus reported, probably in April.

• Lord Young, UK Trade and Industry Secretary, said yesterday he was confident the European Commission would approve the BAe takeover of Rover.

Lex, Page 22; Details, Page 28

# "But we want to see it made more efficient," he said, "and that is where we are concentrat-Sterling in sharp rise

against inflation, a reinforcement of it," be said. The Chancellor said that this fall represented a weakening in the battle against inflation which the battle against inflation which lawson to speak. Against the dolhad had to be compensated for by lar, it closed at \$1.8700 and ended the use of interest rates, the Gov. ernment's prime tool of monetary

was important for industry not to think that this would always be the case and that it could therefore afford to let costs get out of the case and that it could there there is the case and that it could there the case and that it could there there is the case and that it could there there is the case and that it could there there is the case and that it could there there is the case and that it could there there is the case and that it could there there is the case and that it could there there is the case and that it could there there is the case and that it could there there is the case and that it could there there is the case and that it could there it case and the case are the ca

In London yesterday, sterling closed unchanged on its Bank of England trade-weighted index at 77.7 as markets waited for Mr.

German currency. He said that industry had got reports of intervention by the used to the pound falling against Bank of Japan in Tokyo and the the D-Mark over that period Federal Reserve in the US. Trad-However, he reiterated that it ers were comforted by confirma-

# would then be supplemented in 1990s by output of 1,000 Volvo bus and coach chassis per year.

East Germany, in what Mr Vogels said could represent a "breakthrough" into the East European market. McDonnell Douglas and Boeing are also believed to have lodged a Cocom application over possible East German sales, Mr Vogels said.

# MORGAN GRENFELL

**Standard Chartered** 

Standard Chartered may well

interest margins on the underly-ing banking business, coming

ing banking business, coming after a six-year profit plateau, underline the scale of the problems facing the new management tesin; that may also explain why the shares could only manage a 5p rise to 448p yesterday, despite the decision to hold the 35p divident

organ Grenfell has launched four the unit trusts: **UK Equity Income** ent is only £1,000 per

01-826 0826

eser, or call us on:

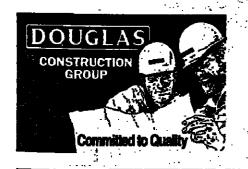
more information ask your financial

The new way into Morgan Grenfell Asset Management skills.

Margan Grenfell Unit Trust Managers Ltd.

Member of the Unit Trust Association

segal &



# SECTION II - COMPANIES AND MARKETS

# **FINANCIAL TIMES**

Thursday March 31 1988

BROAD BUSINESS BASE +STRONG ASSET BASE +CONSISTENT GROWTH +GOOD MANAGEMENT=

WOLSELEY

# Texaco stock price rises for second day as arbs smell blood

BY JAMES BUCHAN IN NEW YORK

STOCK IN TEXACO rose vesterday for the second day amid mounting excitement on Wall
Street that the giant oil group,
which is about to lose bankruptcy protection, will be drastically restructured or even sold.

Word that one of Wall Street's most powerful investment part-nerships owns a hig block of the crippled company sent Texaco's share price up \$% to \$45% yesterday morning, as professional takeover speculators – known as arbitrageurs - snapped up stock for the second day running.

"As of now, Texaco is an arbi-trage stock," said a jubilant arb yesterday morning.

The heavy two-day trading, which has pushed Texaco's mar-ket value up almost \$1hn as 5m shares changed hands follows shares changed hands, follows the startling announcement late on Tuesday that Kohiberg Kravis

company.

The stake was built up, with great secrecy, when Texaco was trading at little over half yester-

ing managements buy their companies in so-called leveraged analyst at Nomura Securities on buy-out, joins an eager pack of investors baying for the bust-up or sale of the once-mighty oil group as soon as it emerges from bankruptcy on April 7.

At the head is Mr Carl Icahn, a New York investor who already the partnership, founded by three former dealmakers from

stands to make profits of \$700m on his 14.8 per cent holding. Mr T. Boone Pickens, another corporate raider, is also believed to have a small stake, while big

players in the oil industry ada to the governments of Sadi Arabia and Venezuela — have expressed interest in Texaco assets such as refineries and oil-fields.

Analysts and arbitrageurs say it is now all but impossible that in a leveraged buy-out.

Texaco, which was plunged into

But Wall Street believes these
bankruptcy by the largest dam so-called net worth covenants



Mr Carl Icahn, the New York investor, stands to make prof-

There was speculation yester-Roberts owns 4.92 per cent of the day that Texaco's management may seek KKR's financial backing to buy the desperately vul-nerable company

The partnership, founded by three former dealmakers from Bear Stearns in 1976, controls

ranging from Husky Oil of Can- such big names as Owens Illinois could probably afford to buy the company, Texaco has made deals with its creditors (including the

its of \$700m on the 14.8 per cent he holds in Texaco vive in a recognisable form as the No. 3 US oil company. NY state agency in

day's prices last antumn.

Kohlberg Kravis, which is preeminent is the business of helping managements buy their company," said Mr Philip Dodge, an
analysis in so-called leveraged analysis at Nomura Securities on

\$6hn pool of equity capital put in by professional investors. The firm has taken more than 30 companies private, including Although Kohlberg Kravis

tax authorities) which limit the amount of debt it can carry, even

INTERNATIONAL BANKING GROUP HIT BY BAD OVERSEAS LOANS

# Standard Chartered posts £274m profits loss

STANDARD CHARTERED, the STANDARD CHARTERED, the troubled international banking group, reported a £274m (\$493m) pre-tax loss for 1987 yesterday because of bad debts in oversees markets. But, contrary to some expectations, it did not cut its dividend. This reports it characters are trained as a reserver. produced a 5p rise in its share price which ended the day at 448p.

The bank incurred heavy losses in several countries, par-ticularly Malaysia and Canada through mounting bad debts and poor management. However, it also set aside \$520m to cover its \$2.5hm expo-sure to countries in financial

said 1987 "was not a good year. But it was more than that. It

addressed our problems."

He predicted that "1988 will be a year of progress.

The results have come four weeks after it was announced that Mr Rodney Galpin, the Bank of England's executive director in charge of banking supervision, will take over as executive chairman in July when Sir Peter retires. Mr Michael McWilliam

resigned as Standard chief executive at the beginning of this month. Sir Peter stressed yesterday: "This business is being run by Standard Chartered executives, not by the Bank of England as

That was at the high end of the Bank of England's "matrix", or

guideline.
Standard had also provided against 8 per cent of its loans to four developed countries. including South Africa where the group has loans of 2834m with a 5 per cent provision.

Standard was following the course set by the other UK clearing banks earlier this year when they made provisions of £3.5bn for sovereign debts. Standard's provisions are roughly in line with theirs. According to Sir Peter, Stan-dard has also taken steps to strengthen its managem improve its credit controls and raise efficiency levels.

Standard's board held a long debate over whether to cut the dividend in light of the group's losses and its severely depleted capital resources.
Sir Peter said the decision to

maintain the pay-out was based on the strength of Stan-dard's underlying business and the directors' confidence that this year would see a substantial improvement in the group's fortunes.

However, he admitted that Standard's capital ratios were well below levels required by the Bank of England and he said steps would be taken this year to bring them up to

This might include a rights issue in the latter part of the year. He declined to name a figure, but Standard is believed to need about £300m, of which £200m would have to come from the shareholders, with the

rest from retained earnings

and other measures.

Sir Peter said Standard's programme of "selling the family silver" to raise cash was over.

By the time the sale of its US subsidiaries is completed later this year, the group will have realised nearly £800m from asset disposals.

Standard's problems stars

Standard's problems stem from a combination of bad loans and the uncertainties resulting from the failed take-over bid by Lloyds Bank in

At that time, Standard acquired two major shareholders in the persons of Sir Y.K.
Pao, the Hong Kong shipping
magnate, and Mr Robert
Holmes a Court, the Australian entrepreneur, who have just under 15 per cent each. They had been "very sup-portive," Sir Peter said.

victory on ownership By Our New York str MR RUPERT MURDOCH, the international media magnate, has won a court victory enabling him to retain ownership of the Boston Herald newspaper against the wishes of Senator Edward Ken-

> The Circuit Court of Appeals in Washington ruled as unconstitu-tional legislation written by Sen-ator Kennedy and passed by Con-

Murdoch in

**US** court

gress late last year.
The law strengthened rules banning ownership of newspa-pers and television stations in the same city.

Before the senator's initiative, Mr Murdoch had been able to hold on to the New York Post, and the Boston Herald despite owning television stations in both cities, thanks to a series of temp crary waivers from the Federal Communications Commis

The Kennedy legislation, which was tacked on to the federal government's spending authorisation for 1988, was passed by Congress almost unnoticed at the end of

It did not mention Mr Murdoch by name but was so tightly defined it could only apply to

Once the impact of the law was widely appreciated, Mr Kennedy was sharply attacked from some quarters for the content of the law and tactics he used to pass it. Mr Murdoch was forced to sell the loss-making New York Post for \$37m shortly before his waiver expired in earlier this

The latest ruling, which will not affect the Post's sale, will enable the FCC to grant Mr Murdoch another waiver for Boston before the present one expires at the end of June.

The court overturned the Kennedy law because it was aimed

## some people have suggested." The debt provisions amounted to 32 per cent of Standard's loss to 28 develop-Sir Peter Graham, chairman was a year in which we

\$960m bid for Lilco

LONG ISLAND Lighting (Lilco), electricity safely and economities electric utility serving 2.7m cally. The root of Lilco's probsuburban New Yorkers, has lems is its Shoreham nuclear received a \$960m takeover offer power station which, after an from a state agency. If successful, investment of \$50m over the past it would rank as the largest US 23 years still lacks an operating public sector power acquisition licence.

It more than 40 years.

Long Island Power Authority, denying the utility rate increases set up two years ago by the state to cover the costs and it is being government with the express purpose of taking over Lilco, said the this quarter. total transaction would be worth this quarter.

The Lilco board began consideration of Lilco's debt and redemption of Lilco's debt and Earlier this year, Public Serpurchase of its preferred shares. vice of New Hampshire sought Lilpa would finance the deal protection of the bankruptcy with the sale of tax exempt courts because of the burden of

In setting up LIPA, a majority where the shares were trading of the state assembly said Long unchanged at \$9%. Lilco's book Islanders and politicians had lost value at December 31 was \$29.71 faith in Lilco's ability to provide per share.

with the sale of tax exempt courts because of the burden of bonds. The offer brings to a head its 35.6 per cent stake in the Sea-Lilco's long and bitter fight with brook nuclear power plant.

State regulatory authorities and LIPA's offer of \$8.75 per Lilco troubled relations with its cus-common share drew a distinctly cool response on Wall Street

## Eskom earnings decline despite boost in sales

By Jim Jones in Joi

RSKOM, South Africa's state-owned electricity utility, lifted sales to R7.05bn (\$3.33bn) last year from R5.85bn, but a greater rate of increase in operating costs and finance charges left net profits lower at R702m compared with R781m.

Eskom is an early candidate for privatisation but Mr John Maree, the chairman, said in Johannesburg yesterday that a sell-off was unlikely this year.

Executives had just returned from the UK where they met British banks and privatised companies. They said no adviser had been appointed and they declined to elaborate on the talks. Consumption increased 4.4 per cent in 1987 to 122.5bn kilowatt

Eskom expects demand to con-tinue to rise at between 4 per cent and 5 per cent for several

# First City modifies terms of debt tender

FIRST CITY Bancorporation has investors an attractive return modified the terms of its debt and capital appreciation if the tender offer on which hangs a rescue is successful. \$1.5bn recapitalisation of the The interest charges on the \$1.5bn recapitalisation of the deeply-troubled Houston bank holding company.

First City said it would accept and shareholders of a new bank into this proportion of outstanding notes will be borne by creditors and shareholders of a new bank into this properties. minimum of 70 per cent of into which First City will place 225.8m of four series of its bad loans. ong-term notes at between 35 The latest change in terms for

\$225.8m of four series long-term notes at between 35 and 45 cents on the dollar.

It had failed to reach its previous minimum of 90 per cent because Wall Street arbitrageurs have been holding out for a better deal.

So for it has received 55 per the received

So far, it has received 62 per cent of the debt but some Wall Street traders wondered if the lower threshold might encourage some debt holders to reclaim of federal regulators.

The untendered notes will con
Corporation, which is contribut-

tinue to be honoured after the ing funds to the recapitalisation, specifically at one person deny-recapitalisation.

Carrying interest rates as high full-scale bail out, analysts as 13% per cent they could offer believe.

If the plan fails for lack of a larger enough tender of debt, the bank's fate would be in the hands

ther changes to the rescue plan.

March 1988

# P.S.K.

## **OESTERREICHISCHE POSTSPARKASSE**

Vienna

4½% Bonds 1988-1998 of Swiss Francs 120 000 000

with full legal recourse to

THE REPUBLIC OF AUSTRIA

HandelsBank NatWest

Banca del Gottardo Wirtschafts- und Privatbank Algemene Bank Nederland (Schweiz) Aargauische Hypotheken- und Handelsbank Banque Vaudoise de Crédit Bank in Menziken

Bank in Menziken
Bank vom Linthgebiet
Reglobank beider Basel
EKO Hypothekar- und Handelsbank
Luzerner Landbank AG
Banque CIC Union Européenne en Suisse S.A.
Bank in Liechtenstein Aktlengesellschaft
Genossenschaftliche Zentralbank AG
Standard Chartered Bank AG
Banque Louis-Drevius en Suisse S.A. Banque Louis-Dreyfus en Suisse S.A. Banca del Sempione Banque Pariente

Bank of Tokyo (Schweiz) AG
Banque de Dépôts S.A.
Banque Paribas (Suisse) S.A.
BHF-Bank (Schweiz) S.A.
Citicop Investment Bank (Switzerland) Crédit Lyonnais Finanz AG Zürich J.P. Morgan Securities (Switzerland) Ltd.

Clariden Bank Lloyds Bank Plc Amro Bank und Finanz
Bank CIAL (Schweiz)

- Crédit Industriel d'Alsace et de Lorraine AG –
Armand von Ernst & Cie. AG Banco di Roma per la Svizzera Caisse d'Epargne du Valais Fuji Bank (Schweiz) AG Gewerbebank Baden Handelsfinanz Midland Bank Hypothekar- und Handelsbank Winterthur Maerki, Baumann & Co. AG Morgan Grenfell Securities S.A. Sparkasse Schwyz

Nordfinanz Bank Zürich

Kredietbank (Suisse) S.A.

Kyowa HB Finanz AG Manufacturers Hanover (Suisse) S.A. Merrill Lynch Capital Markets AG Morgan Stanley S.A. S.G. Warburg S.A. Shearson Lehman Brothers Finance SOGENAL - Société Générale Alsacienne de Banque -

**Legal & General Group Plc** 

US\$350,000,000

**Euro-Commercial Paper Programme** 

Rated A1+/P1

Barclays de Zoete Wedd Limited Credit Suisse First Boston Limited J. P. Morgan Securities Ltd.

SBCI Swiss Bank Corporation Investment banking

S. G. Warburg & Co. Ltd.

Chase Manhattan Bank N.A.

Issue and paying agent

Morgan Guaranty Trust Company of New York acted as finanacial advisor to Legal & General Group Pic for the rating of its U.K. Life Fund (AAA/Aaa). and its short term debt (A1+/P1)

## INTERNATIONAL COMPANIES AND FINANCE

PERSONAL FINANCIAL **PLANNING** 

The Financial Times proposes to publish this survey on:

For a full editorial synopsis and advertisement details,

David Owen on 01-248 8000 ext 3300

or write to him at:

Bracken House 10 Cannon Street London EC4P 4BY

**FINANCIAL TIMES** 



Floating Rate Notes Due 1998 Interest Rate: 31/2% perannum Interest Period: 30th March.

1988, to

DM 2236.11

30th June, Interest Amount per DM 10.000

duc 30th June. Interest Amount per DM 250,000

Trinkens & Burkhardt KGa A Agent Benk

due 30th June,

## Grindlays Eurofinance B.V. U.S. \$100,000,000



## Grindlays Bank p.l.c.

In accordance with the provisions of the Notes, notice is hereby in accordance with the Inscreet Period 31st March, 1988 to 30th September, 1988 the Notes will bear interest at the rate of 7½% per annum. The Coupon Amount per U.S. \$100,000 Note will be U.S. \$3,748.96 and the Coupon Amount per U.S. \$10,000 Note will be U.S. \$374.90.

The Interest Payment Date will be 30th September, 1988.

Agent Bank Samuel Montagu & Co. Limited

## *CITICOR***P●** U.S. \$500,000,000 Subordinated Floating Rate Notes Due October 25, 2005

Notice is hereby given that the Rate of Interest has been fixed at 6.9125% and that the interest payable on the relevant Interest Payment Date April 29, 1988 against Coupon No. 30 in respect of US\$10,000 nominal of the Notes will be US\$55.68.

March 31, 1988, London by: Citibank, N.A. (CSSI Dept.), Agent Bank

CITICORPO

bordinated Floating Rate Notes Due November 27, 2035 Station of manager is stating in the Notes by the Notes is hereby given that the Rate of interest has been fixed to 4.9125% in respect of the Original Notes and 7% in respect of the Enhancement Notes, and that the interest payable on the relevant Interest Payment Date April 29, 1988 against Coupon No. 29 in respect of US\$10,000 naminal of the Notes will be US\$55.68 in respect of the Original Notes and US\$56.37 in respect of the Orig

March 31, 1988, Landon By: Citibank, N.A. (CSSI Dept.), Agent Bank

CITIBANCO

CITIBANCO

## Hoechst forecasts continued progress

HOECHST, the West German chemical group, is set for further profits growth in the first half of 1988 after an improve-ment last year which stemmed from the first-time contribu-

tion from Celanese of the US. The group said the favoura-ble business growth of the 1987 last quarter had contin-ued into the opening months of 1988. Thus in the first half, it expected "pleasing growth." Even if business weakened in the second half, "we are confident that 1988 will be another

Group pre-tax profits last

successful year.'

year were 10.4 per cent higher at DM3.1bn (\$1.8bn). Stressing its strong showing in the US, Hoechst said its other subsidiaries also mostly maintained or increased profits. Turnover was 11.2 per cent higher at DM37bn. Abroad there was a 17 per cent gain to DM27.7bn. Excluding the Celanese fibres, plastics and chemicals concern (part of Hoechst since March 1987), group sales rose by 5 per cent in volume terms. But since prices were 2 per cent lower and the currency translation into the strong D-Mark deducted a further 6 per cent, turnover showed a 8 per cent decline without the US acquisition.

IS acquisition.

Hoechst said turnover was higher in plastics, folls, paints and surface coatings. Last year's results of the parent company, reflecting domestic business and exports, showed a 1.6 per cent fall in turnover to DM13.9bn and a 0.7 per cent drop in pre-tax profits to DM1.7bm.

## Georg Fischer pays extra

By Our Zurich Correspondent GEORG FISCHER, the Swiss engineering group, is stepping up its dividend for 1967 follow-ing an increase in parent com-pany net profits from SFr12m to SFr13.9m (\$10.1m).

The dividend is going up from SF130 to SF133 per bearer share and from SF16 to Sfr6.60 per registered share and par-ticipation cartificate. Group sales were SF12.09bu, against SF11.97bu.

# October crash triggers Deutsche Bank slide

many's higgest bank, ended 10 gains, dropped nearly 16 per cent to DM2.5hn (\$1.5hn). Group afterits with a sharp sethack last year.

The results come as a blow to the bank and to Mr Wilhelm Christians, its co-chief executive, who the company of t

DEUTSCHE BANK, West Germany's higgest bank, ended 10 gains, dropped nearly 16 per cent years of consecutively rising profits with a sharp setback last year.

The results come as a blow to the bank and to Mr Wilhelm Christ and to Mr Wilhelm Christ group level and 5.9 per cent for sion would not be taken in the per cent down to DM1.5hn. All the parent bank Moreover, proving the figures are adjusted to exclude the one-off gain made in loss from floating the form floating the float

.

is retiring in May.

Full group operating profits, which are not disclosed but include gains from own-account trading, fell almost 33 per cent, putting them on a par with their last operating profits for the last operating profits and subsequent write-downs in the bank's group.

1986 from floating the former 76 per cent at the end of 1987, against about 70 per cent at the end of 1987, against about 70 per cent before. The bank is paying an holdings on the books were emphasise the bank's quality and continued earnings potential.

1986 from floating the former 76 per cent before. The bank is paying an holdings on the books were emphasise the bank's quality and continued earnings potential.

1986 from floating the former 76 per cent at the end of 1987, against about 70 per cent before.

1986 from floating the former 76 per cent at the end of 1987, against about 70 per cent before.

1986 from floating the former 76 per cent at the end of 1987, against about 70 per cent before.

1986 from floating the former 76 per cent before.

1986 from floating the former 76 per cent at the end of 1987, against about 70 per cent at the end of 1987, against about 70 per cent before.

1986 from floating the former 76 per cent at the end of 1987, against about 70 per cent before.

1986 from floating the former 76 per cent at the end of 1987, against about 70 per cent at the end of 1987, against about 70 per cent before.

1986 from floating the former 76 per cent at the end of 1987, against about 70 per cent at the end of 1987, against about 70 per cent at the end of 1987, against about 70 per cent at the end of 1987, against about 70 per cent at the end of 1987, against about 70 per cent at the end of 1987, against about 70 per cent at the end of 1987, against about 70 per cent at the end of 1987, against about 70 per cent at the end of 1987, against about 70 per cent at the end of 1987, against about 70 per ce

GBL declines

setback in US

GROUPE BRUXELLES Lambert,

The group, run by financier Mr

12% after

By William Dawkins in Brussels

# Tettamanti grouping buys 55% of Saurer

Stet talks with AT&T

'at an advanced stage'

stage of negotiations for a Euro-partner chosen.

munications company, is in an Ster's telecommunications equip-"advanced, but not conclusive" ment maker, and the foreign

than other options. IRI and Stet
are evaluating the four different
proposals which would focus on a

hy Prodi predicted a choice of
are evaluating the four different
proposals which would focus on a

A CONTROLLING 55 per cent consortium's participation in the Swiss engineering group, has been acquired by Mr Tito Tettamenti. the Lucano based leaves atringent restrictions or along the was negotiating with an unapplicable to the Lucano based leaves. who heads a consortium which for some months has been stalking Sulzer Brothers, another Swiss engineering company.

It was not clear whether the Saurer move represented a switch of investment direction by the Tettamanti consortium or an attempt to strengthen the Tettamanti hand in any future negotiations with Sulzer The consortium controls about 35 per cent of Sulper's voting capital.

Hoogovens

despite loss

By Our Financial Stati

HOOGOVENS, THE Dutch steel

group which is 15 per cent owned by the state, has fallen into the red for 1987, but expects to return

Against a net profit of FI 154.6m in 1986, the company has slipped to a loss of FI 76.4m (\$41m), of which FI 68.5m was

ncurred in the first six months.

It will not pay a dividend: last time F1 1.50 a share was paid.

This year sales have begun to

ecover and selling prices for

some products have shown a clear improvement. However,

loogovens says there are risks of

a downward trend in the second

half due to currency uncertainty

and the probable termination of

the European steel quota system.

optimistic

manti, the Lugano-based lawyer, registration. In recent months there have been discussions with Mr Tettamanti, although talks broke down last week after disagreement on the price at which at least 10 per cent of the consortium's shares were to have been sold to investors approved by

Mr Tettamanti also objected to

STET, THE Italian state telecom-

pean alliance with American Telephone & Telegraph (AT&T), according to Mr Romano Prodi,

chairman of IRI, the state holding group which controls Stet. IRI, which has been seeking an international telecom partner

since the Fiat group withdrew

last year from a planned joint venture with Stet, has already

received what Mr Prodi yesterday called "concrete offers" from Sie-

mens of West Germany, Ericsson

of Sweden and Alcatel of France. In Rome political circles the

prospect of an accord with AT&T

is being given better chances than other options. IRI and Stet are evaluating the four different

he was negotiating with an uncentres on textile machines, com-named industrial company. This mercial vehicle spare parts and is now recognised as Saurer. Mr maintenance and metallurgical Sulzer produces textile machining shares, out of a total of
408,000, from a group of Swiss
private investors.

Saurer has recently undergone

Sulzer produces textile machinery. Last mouth it announced it
had been holding talks with several potential industrial partners
in Switzerland including Solving

Saurer has recently undergone Tettamanti is understoood to surface treatment.
have bought 223,000 Saurer votSulzer produces textile machin-

a big re-structuring. It moved back into profits last year, turn-ing parent company losses of SFr1.26m into net earnings of SFr500,000. (\$366,000 m).

joint venture between Italtel

Mr Carlo de Benedetti, the Oli-

vetti chairman, was quoted on

Tuesday as saying there were three-way talks on the issue among Stet, Olivetti and AT&T-the US telecommunications.

group owns 23 per cent of Olivetti.

Mr Prodi said that while it was

possible that Stet could eventu-ally seek to acquire a minority equity stake in Olivetti, of up to

10 per cent, this was "a separate

matter which should not be con-

fused with the negotiations under way between Stet and AT&T."

machinery and the disposal of a At the time he indicated that French unit. Saurer's business

dler, the lift-maker.

Tettamanti aides said the Saurer transaction meant Saurer BF5.7bm (\$164m) consolidated was interested in "solutions which would contribute to the tashilisation of compension and the stabilisation of compension and the stabilisation of compension and the said the s the fact that the prospective buyers – Winterthur, the insurance group, the Zurich Cantonal Bank SFr37m to SFr336m following and Sulzer's own pension fund – the withdrawal from weaving ment of industrial activities."

By Our Financial Staff

## previous year. Only last September the group reported a BFr5.2bn profit for the first half, a slight increase, and cautiously forecast another rise for the full Kluwer raises earnings by

16% to Fl 89m gium's largest insurance com-pany, against an unfriendly take-over approach, and the cost of mounting a joint takeover with Tractebel, the Belgian utility WOLTERS KLUWER, the big Dutch publising group, has increased net profits by 16 per cent to Fi 88.9m (\$47.7m) for 1987 and confidently predicted further

growth for the next three years. energy group. The group said it was aiming at a profit margin of 7 per cent for 1990, compared with 5.3 per cent in 1987. It added that net profits per share were expected to top Fl 11, against Fl 7.69.

By 1990 Wolters said that sales were likely to be around Fl 2bn. Last year group turnover rose 4.5 per cent to Fl 1.65bn.

The company plans to pay a dividend of F1 2.60 a share. Wolters was formed in 1987 following tax incentives for private invest-the merger of the Kluwer and the ment. The annual shareholders' the merger of the Kluwer and the Wolters Samsom groups.

12 months. In the event, profits in the second half tumbled to Bir500m. Analysts yesterday attributed the setback to a decline in earnings from Drexel Burnham Lambert, the company's US investment banking affiliate, the costs of defending Royale Belge, Belgium's leavest insurance com-

company, of Contibel, the UK Non-consolidated profits, however, rose from BFr3.4bn in 1986 to BFr4.3bn last year - before a transfer of BFr 881m to non tax-

able reserves. That represents an improvement in earnings from BFr200 per share to BFr249 GBL is proposing to raise the dividends on ordinary shares by 5 per cent from BFr160 to BFr168

gross, with higher increases for three other special classes of share issued to take advantage of meeting is to be on May 31.

This advertisement appears as a matter of record only.

March, 1988

This advertisement appears as a matter of record only.

March, 1988



## The Mitsui Trust and Banking Company, Limited (Incorporated in Japan)

SFr.100,000,000

3/4 per cent. Convertible Bonds Due 1993

Issue Price 100 per cent.

**Credit Suisse** 

Swiss Bank Corporation

Mitsui Trust Finance (Switzerland) Ltd.

Swiss Volksbank Swiss Cantonalbanks

Bank Julius Baer & Co. Ltd. Rahn & Bodmer

Bank Sarasia & Cle Bank Hofmann Ltd. Banca della Svizzera Italiana

Swiss Mortgage and Commercial Bank

Compagnie de Banque et d'Investissments, CBI The Nikko (Switzerland) Finance Co., Ltd.

Daiwa (Switzerland) Ltd. Chase Manhattan Bank (Switzerland)

Morgan Stanley S.A.

Swiss Deposit and Credithank

La Roche & Co.

Yamaichi (Switzerland) Ltd.

Mitsui Finanz (Schweiz) AG Handels Bank Natwest

Union Bank of Switzerland Nomura (Switzerland) Ltd.

Bank Len Ltd. Members of the Groupement des Banquiers Privés Genevois Bank J. Vontobel & Co. Ltd.

Wegelin & Co. Private Bank and Trust Company Bank Cantrade Ltd.

Banque Privée Edmond de Rothschild

Credit Union Benk

Wako (Switzerland) Finance S.A.

Banque Paribas (Snisse) S.A. Kredletbank (Suisse) S.A.

SOGENAL, Société Générale Alsacleme de Banque



## The Mitsui Trust and Banking Company, Limited (Incorporated in Japan)

SFr.100,000,000

5/8 per cent. Convertible Notes Due 1993

Issue Price 100 per cent.

Credit Suisse

Mitsui Trust Finance (Switzerland) Ltd.

The Nikko (Switzerland) Finance Co. Ltd.

Wako (Switzerland) Finance S.A.

Mitsui Finanz (Schweiz) AG New Japan Securities (Switzerland) Ltd.

**KOKUSAI** (Switzerland) Limited

Banca della Svizzera Italiana

Nordfinanz Bank Zurich

Bankers Trust AG

Banque Paribas (Suisse) S.A.

Chemical N.Y. Capital Market Corporation

Manufacturers Hanover (Suisse) S.A.

Nomura (Switzerland) Ltd.

Yamaichi (Switzerland) Ltd. Daiwa (Switzerland) Ltd.

Nippon Kangyo Kakumaru (Suisse) S.A.

Tokyo Securities (Switzerland) Ltd.

Dai-ichi (Switzerland) Limited

Bank Julius Bact & Co. Ltd.

Banque Kleinwort Benson S.A. Baring Brothers S.A.

Lombard, Odier and Cie

Merrill Lynch Capital Markets AG

Pictet and Cie

المراز بربر والمرازية ويوروا المحاسبون ويستحسب ويتباه أبثاث فيتم ومعج يخفع فيتباه أهيف وثار

## INTERNATIONAL COMPANIES AND FINANCE

# Petrolube begins Saudi oil reshape

By Finn Berre in Riyadh

A REORGANISATION of the Saudi oil industry has begun with Petrolube, the lubricating oil offshoot of the state-run Petromin, acquiring Petromin's lubricant blending plant in

The facility, known as Sandi Lube, produces Im barrels a year of lubricating oil and grease. of molitating on and greate.
Petroluse, in which Mobil of the
US has a 29 per cent minority
share, already operates blending
plants in Jeddah and Riyadh with

thack in ts

The second of the second secon

g in its

various lubricant handling and marketing divisions of Petromin.

The consummation of the deal last May.

Two months later Investorp tender offer, an agreed purchase was chosen by the French comwhich threatened at one stage to which threatened at one stage to which threatened at one stage to was chosen by the French com-

It is expected that Aramco will continue managing all oil and hydrocarbon production. It may also assume all overseas sales duties. Petromin will be changed into a holding company presiding over three operating divisions — lubricants, refining and domestic

Individual in an interior marketing.

So far, Petrolube is not merging with Luberef, the Petromin-Mobil base oil refining venture. Luberef will award a contract for its second refinery in June. It is not clear if Luberef will become part of Petrolube or of Petrolube or of Petrolube or of the Petromin refining division.

This refining side may take over as many as six oil refineries which involve joint ventures with Shell as well as Mobil A seventh facility, operated by Aramoo at Ras Tantra, could also be incorporated.

Petromin also has a minerals

EYDAVID DOPMEL IN HONG KONG

CHEUNG KONG, the Hong Kong

Green Island and property sales.

Green Island and property sales.

Green Island Cement, a Chement, a Chement to Chement to Shina, also contributed strongly after a group restrictoring.

In Island May property sales.

Green Island Cement, a Chement to Chement to Shina, also contributed strongly after a group restrictoring.

In Island May property sales.

Green Island and property sales.

Green Island and property sales.

Green Island Cement, a Chement, a Chement to Chement

Petromin also has a minerals division which includes Mahad hand profits of HK\$8hn developing and small residential units."

Ad-Dahab, the legendary gold mines of King Solomon. There are suggestions that the minerals division will be spun off and privatised. Other fragments of Petromin may also be offered to the public.

Insurance Company and Royal may also be offered to the sites, but is forecast to reap the sites, but is forecast to reap 1988 "for well-located medium and small residential units."

A final dividend of 16 cents a share makes a total of 22 cents in 1987.

A final dividend of 16 cents a share makes a total of 22 cents in 1987.

Through its controlling interest for a bonus issue, share split, a entred extraordinary income of HK\$281m, most of this due to the stream of the surance for well-located medium and small residential units."

A final dividend of 16 cents a but life cents a total of 22 cents in 1987.

Through its controlling interest for a bonus issue, share split, a entred extraordinary income of HK\$281m, most of this due to the sites, but is forecast to reap 1988 "for well-located medium and small residential units."

A final dividend of 16 cents a total of 22 cents in 1987.

Through its controlling interest for a bonus issue, share split, a entred extraordinary income of HK\$281m, most of this due to the sites, but is forecast to reap 1988 "for well-located medium and small residential units."

A final dividend of 16 cents a total of 22 cents in 1987.

Through its controlling interest for a bonus issue, share split, a entred extraordinary income of HK\$281m, most of this due to the sites of the swinder of the cents and small residential units."

Insurance Company and Royal may a could thus a swarded licences to Continental facto US company and could thus profits of HK\$281m the sites, but is forecast to reap 1988 "for well-located medium and small residential units."

Insurance Company the forecast to continents for a bound small residential units."

Insurance Company the forecast to continen

## Gordon Cramb on the ambitions of a fast-growing Bahrain bank

# Investcorp now turns to Europe

string of prestigions corporate bayouts in the US, is strengthen flow strongly, net profits for last activity as the unified Communing its London presence in order year jumped 89.9 per cent to mity market nears reality in 1992. to gain a bigger role in Europe. \$28.6m, producing a return on This is despite its own non-EC From next month six of its 14 assets of 5.9 per cent. management committee members will be based in the UK. This

comes with the relocation from its Gulf headquarters of Mr Mich-sel Merritt and the recruitment of Mr Paul Soldatos, former head of Manufacturers Hanover's British buyouts unit.

Two notable deals in Europe last year have set the pace for an activity which Investory expects to increase. It is the largest instiplants in Jeddah and Riyadh with a combined capacity of 1m b/y.

In addition to buying Saudi Lube. Petrolube will take over various lubricant handling and taken private by Mr Harry Good-

Cheung Kong boosted by

extraordinary income

INVESTCORP, the Bahrain-based money market trading, investment bank which has led a. With the resale proceeds of earlier purchases now starting to greater cross-border merger

year. Jumped 89.9 per cent to mit market nears reality in 1992.

\$28.6m, producing a return on assets of 5.9 per cent.

While deals in the US will continue — last week investoorp arentage. Mr Nemir Kirdar, investoorp's Iraqi chief executive, heads a largely American management while its 12,000 share-holders are nearly all wealthy trunics shipper — the company private investors in the Gulf.

says that Europe offers in many ways greater attractions. ways greater attractions.

ARAB INSURANCE Group ARAB INSURANCE Group (Arig), which is besed in Bab-rain, is to open a Hong Kong branch in order to expand its coverage into Asia, Our Finan-cial Staff writes. Net profits at Arig dropped by nearly a third last year to

took place only after long negotiations to determine equity participation and the value of the absorbed divisions. The price has not been released for the acquisition, which Mr Ahmed Al Rhereiji, Petroluhe's general manager, describes as a leveraged buyout.

The moves are only part of a plan to restructure Petromin and the kingdom's entire oil industry. In the process, changes will take place both at Petromin and the Arabian American Oil Company (Aramco).

It is awared that Arabasa and small-scale it sees as a European discretion to months later investoorp tender offer, an agreed purchase which threatened at one stage to mercial courts to rescue Chantum into a contest as a potential met, the glittering but bankrupt rival bidder emerged for the Nashander investoorp, founded in 1962 as which Mr Merritt says consume too much of its time.

Good opportunities in North America, the bank believes, are a handful of companies annually, being limited by the ubiquity of rival intermediaries scouring the ings over three to seven years. It corporate terrain there for hid is also involved in property, fund openings. Investoorp shares what

In its short existence invest-corp had already pretty much answered that question. In 1984 it underwrote a \$135m management buyout of Tiffany, the New York jeweller, floating the former Avon Products company last May on the New York Stock Exchange, where it is now valued

The group argues that as it is not trying to build an industrial Exchange, where it is now valued at some \$225m.

Typically, the involvement of the Bahrain institution went further than just taking a turn on its investment. The bank organised the refinancing of Tiffany's debt, arranged a \$66.5m sale and leaseback of its Fifth Avenue \$15.1m from \$22.5m as the

\$15.1m from \$22.5m as the stock markets collapse "significantly reduced the company's investment income." Premium income rose \$1.2 per cent to \$157m. This was despite weak market conditions, which it said would persist this year. empire for itself, it should prove a more acceptable purchaser both to the vendors of a family busi-ness and the antitrust officials

and a distaste for anctions.

Also, it expects to benefit from

lists his criteria as strong cash-flow, good management, and a name, niche "or some other value which goes beyond something one can see easily on a balance For Chaumet, Mr Merritt says the Paris authorities cleared all regulatory requirements within 48 hours, and adds: "There is a 200-year-old company that is as French as you could find. It may have been an advantage that we The group avoids both oil and gas and high technology as too specialised, and the financial secwere not a competing French

who would yet such a deal.

ere not a competing French tor because its operating assets can too easily "get up from their the view of investcorp desks and walk out."

## **Email pulls** out of battle for Rheem

RMAIL, the Australian white goods producer 19.9 per cent-owned by Electrolux of Sweden, yesterday withdrew a
A\$357m (U\$\$224.3m) offer for
Rheem Australia, clearing the
way for the Adelaide-based SA way for the Adelaide-based SA Brewing to take over the appliance and packaging company, AP-DJ reports from Sydney.

Rheem said that "in the absence of higher offers, the board would expect to recommend acceptance" of the SA Brewing bid of A\$2.65 a share, or A\$37m. This has already or A\$437m. This has aiready been endorsed by Broken Hill Proprietary, Rheem's parent.

TNT drops offer for

Cumberland TNT, the leading Australian transport group, has with-drawn a A\$160m, or 85 cents a share, takeover offer for Cum-berland Credit, a cash-rich investment company where Mr Larry Adler's FAI insurances has just raised its holding to 43 per cent through market

purchases and is bidding 90 cents a share.

TNT retains a 23 per cent stake in Comberland.

Australian Ford shoots ahead FORD MOTOR Company of

Australia, a unit of the US car maker, lifted sales to A\$2.02hn (US\$1.48bn) last year from A\$1.87bn and doubled net profit to A\$34m from A\$17m, agencies report from Mel-

bourne.
The company said it was still disappointed with the result. It expects the Australian vehicle market, of which it has a 28.6 per cent share, to begin recovering gradually. Toyota acquisition

TOYOTA of Japan plans to buy the assets of Delta Motor, a bankrupt Philippines manufacturer, as a means of again entering the country's reorganised car industry, Our Financial Staff writes.

The Asset Privatisation Trust has set a minimum price of 120m pesos (\$5.7m) on the Delta facilities, which Manila expects Toyota to take over before it can resume produc-tion halted in 1983.

## U.S. \$400,000,000 **BankAmerica Overseas** Finance Corporation N.V.

**Guaranteed Floating Rate** Subordinated Capital Notes Due 1996

Guaranteed on a subordinated basis as to payment of principal and interest by

> BankAmerica Corporation Corporation

Interest Rate

71/16% per annum 31st March 1988

Interest Period 30th June 1988

Interest Amount per U.S. \$50,000 Note due 30th June 1988

U.S. \$892.62

**Credit Suisse First Boston Limited** Agent Bank

## **WORLD BANKING**

The Financial Times proposes to publish this survey on:

18th May 1988

For a full editorial synopsis and advertisement details, please contact:

KAY CRELLIN on 81-248 8800 ext 3230

or write to her at:

Bracken House 10 Cannon Street London

**FINANCIAL TIMES** 



would remain strong throughout 1988 "for well-located medium

as a compatible partner "may include nationality, it seems much less important than, Can we run the company?"

flagship store, and expanded the business to London and Munich. Investorp clearly has an eye for glamour, but other deals have taken it into industries as

diverse, and prossic, as flow con-trols, aluminium extrusion, dairy

products, and timber. Mr Merritt



REPUBLIC OF FINLAND

U.S.\$100,000,000 Floating Rate Notes Due 1990 Notice is hereby given that the interest payable on the Interest Payment Date, April 29, 1988, for the period October 30, 1987 to April 29, 1988 against Coupon No. 6 in respect of U.S.\$10,000 nominal of the Notes will be U.S.\$344.35. March 31, 1988, London

By: Citibank, N.A. (CSSI Dept.), Agent Bank CITIBAN(

All these securities having been sold, this announcement appears as a matter of record only This announcement appears as a matter of record only.



## **Investors in Industry Group plc**

£100,000,000 10 year Revolving Credit Facility

S.G. Warburg & Co. Ltd.

Lead Managers

Barclays Bank PLC

Commerzbank Aktiengesellschaft Dresdner Bank Aktiengesellschaft

Lloyds Bank Pic The Sanwa Bank, Limited Swiss Bank Corporation

Bayerische Landesbank Girozentrale Deutsche Bank Aktiengesellschaft Istituto Bancario San Paolo di Torino The Royal Bank of Scotland plc

Banca Commerciale Italiana Bank of Scotland

Crédit Lyonnais Hessische Landesbank-Girozentrale-Kansallis Banking Group

Société Generale Westdeutsche Landesbank Girozentrale Banque Nationale de Paris p.l.c. Bank of Tokyo Capital Markets Group

Credit Suisse

The Industrial Bank of Japan, Limited The Long-Term Credit Bank of Japan, Limited

The Sumitomo Bank, Limited Nomura Bank International plc



## **Imperial Chemical Industries PLC**

£75,000,000

93/4 per cent. Notes 1993

S.G. Warburg Securities

Barclays de Zoete Wedd Limited

Banque Bruxelles Lambert S.A. BNP Capital Markets Limited

Credit Suisse First Boston Limited

Nomura International Limited

Goldman Sachs International Corp. Morgan Grenfell & Co. Limited

J. Henry Schroder Wagg & Co. Limited Union Bank of Switzerland (Securities)

Chase Investment Bank

Baring Brothers & Co., Limited

County NatWest Limited

Deutsche Bank Capital Markets Limited

Samuel Montagu & Co. Limited

J. P. Morgan Securities Ltd.

SBCI Swiss Bank Corporation

Security Pacific Hoare Govett Limited

Yamaichi International (Europe)

originally due to expire today.

price for the Italian arm of Bui-toni, it undervalues the Perugina

per cent and seriously underrates the French arm of Buitoni. It

clients. Favoured investment areas are likely to be export-ori-

ventures and capitalisation of the banks' operations in Brazil.

Most of the large money centre banks that are Brazil's bigges

31st March, 1988

BNP Capital Markets Limited

Crédit Lyonnais

Of the 104 banks represented at the anction, only about 20 were ented industries, agribusiness active bidders. NMB Bank of the projects, tourist hotels, mining

George Graham on another blow to De Benedetti's standing in France

# Opposition to Buitoni sale mounts

PROTESTS ARE mounting in France over Mr Carlo De Bene-detti's L1,600bn (\$1.3bn) deal to sell the assets of his Buitoni food operations to Nestlé of Switzer-

Minority shareholders in Buitoni SA, the French subsidiary quoted on the Paris second market, have been angered by the deal, which leaves them with shares in a company with no activities but cash totalling around FF1770 (\$136.80) a share.

Credit Agricole, France's largest banking group and the second largest shareholder in Buitoni SA through its subsidiary, Union d'Etudes et d'Investissement (UEI), with 10 per cent, is particularly unhappy with the operation. UEI invests mainly in agricultural and food industries linked to the bank's rural roots, and the group is not overjoyed at being left with a mere cash holding.

The affair seems likely to do further damage to Mr De Benedetti's reputation in France, where he has already ruffled many feathers in his battle with the Suez group for control of Société Générale de Belgique.

"The matter must be settled correctly, or it will leave traces. Mr De Benedetti is building up a certain amount of hostility here," said Mr Bernard Auberger, man-aging director of Credit Agricole. For the entire Buitoni group

Other minority shareholders are unhappy about the price paid by Nestle for the French part of the Buitoni group, and feel they are being used to help finance Mr

BRAZIL'S FIRST debt conversion auction, held on Tuesday, converted \$185m of debt, and has

been greeted as a success by bankers and government offi-

was so successful because there

waiting for the auction, and this forced the hidding up higher than it is likely to be in the coming

The auction was divided into

An American banker said: "It cent discount.



Carlo De Benedetti: he has already ruffled French feathers with his batte for Société Gén-érale de Belgique

Société Générale de Belgique. "We are not very enthusiastic about the deal. It means that investors who bought shares in a food company are left holding what is essentially a financial asset. On top of that, Nestlé is fincluding Buitoni SpA in Italy and the Perugina chocolate company) while the price for Buitoni SA works out at only 16 times earnings," comments Mr Sylvain assot, foods analyst at Phillips

tion for the south was highly

sions of \$103m at a 27 per cent discount, while the development areas attracted \$83m at a 9 per

The banker also said the ancwas so successful because there was a large pipeline of investment projects that were on hold, waiting for the auction, and this forced the hidding up higher than

competitive and attracted conver-

& Drew, the London stockbroker. Canada of Martell, the cognac Overseas investors until house, when approval was with-recently held as much as 15 per held until Seagram agreed to cent of the Buitoni stock, but sev- make a public bid. eral UK fund managers sold in

The ministry is anxious for
the London over the counter may
thet when they heard the details ity shareholders being unfairly
of the Nestlé purchase. French treated during the weeks before
investors have been unable to the presidential election, purticu-

investors have been unable to the presidential election, particusell, since the shares have been larly since France now boasts an 
suspended since the amnouncement.

French corporate lawyers suggest that Mr De Benedetti could 
be challenged on two possible 
counts: abuse of the majority Operations de Bourse (COB), the shareholder's position, or abuse stock market supervisor, and the of company property, since the Paris stock exchange authorities deal would mean the sale of all themselves are also investigating Buitoni SA's assets.

Cerus, Mr De Benedetti's Cerus argues that the higher French holding company, says it price Nestle will pay for the ital-will propose to shareholders ian arm of Buitout takes account "new ways of using their of the brand names, which are money," at an extraordinary gen- owned by Buitoni SpA. eral meeting in June. Mr De Mr De Benedetti had held Benedetti has indicated that unsuccessful talks with two possome of the cash from the Nestlé sible French purchasers, BSN deal would be likely to end up in and Bongrain, but a third French Cerus, which is leading his bid bidder, St Louis, has said that he for Société Générale de Belgique.

The two-thirds majority needed - 9 per cent higher than Nestle's - for Bultoni SA. St Louis' offer, at the meeting is likely to be achieved, since Mr De Benedetti has now been extended.

controls 47 per cent of the capital and, with double voting rights on some shares, 59 per cent of the rice for the lialian arm of Builtonian arm of Builto

However, the sale requires the chocolate business by around 10 approval of the Finance Ministry, since Nestle is not a European the French arm of Buitoni. It Community company. Analysts indicates that its price could be expect the ministry to use the same tactics as it did with the planned purchase by Seagram of toni group.

# AMI accepts defeat on bonds plan

AMERICAN MEDICAL Inter-

Ankkilcan MkDical inter-national, the US hospitals group, has accepted defeat in a long-drawn out attempt to per-snade holders of \$233m worth of bonds to agree to the removal of some financial undertakings provided by the

Bondholders who attended a meeting in London yesterday said that AMI had withdrawn its resolution to amend the bonds' documentation after it had been rejected for the third time by a majority of bond holders.

In previous meetings, American Medical had twice used its control of proxies to vote them in favour of adjournment after it had become clear that a majority was against the proposal, which was announced in January.

The Beverly Hills-based com-pany had said that only those investors who voted in favour of the amendment would be able to take advantage of an offer by the company to buy back bonds for cash. Now, however, it is offering to purchase bonds from all holders, regardless of the way they voted, until April 15.

AMI officials in London declined to comment after yes-terday's meeting, which was held at the offices of J.P. Morgan Securities, paying agents for the zero coupon band issue due 2002. Neither Morgan nor lawyers for AMI would com-

AMI has been keen to refin-suce the bunds to take advan-tage of falls in interest rates since 1982 when they were Bidding during the first auction for the south was highly tions for conversion funds, which where the funds are to be use conversion capital to invest invested. Most are believed to have hid on behalf of corporate Favoured investment issued. It is offering to buy them back at a price of \$191.03 per \$1,000 face value.

Though this price has been criticised as too low, some bolders said they may well accept the cash offer as the company has been downgraded by the US rating agencies since the bonds were issued. It is now rated triple B minus by Standard & Poor's.

## Saudi budget deficit funding plan altered

By Flun Barre in Riyadh

THE SAUDI Government has apparently decided to cover its budget deficit by borrowing from itself rather than from commercial sources, according to senior bankers in Riyadh.

The decision implies post-ponement of a plan to issue bonds to banks, and appears to mark a further narrowing of the scope of the kingdom's first because in most than first borrowing in more than 20 years, which was originally announced with the 1988 budget on December 31. It will enable the Government to avoid religious opposition to the payment or receipt of

The kinedom had originally planned to raise SR30bn (\$8hn) towards covering the deficit by issuing bonds to banks and other financial institutions, or possibly to private individu and companies. But bankers now say the Government is preparing to issue debt instru-ments to two of its own funds ments to two of its own funds with ample surplus liquidity, the Public Investment Fund (PIF) and the General Organisation for Social Insurance

sation for social insurance (Gosi).

Apart from religious opposi-tion, there are indications that the Saudi Arabian Monetary Agency, the central bank, has had difficulty in deciding on appropriate terms for the pro-

posed bonds, and how they would be placed.

An auction could prove embarrassing. The set rate would have to be the same as, if not higher than, prevailing US dollar rates because the rival is pegged to the dollar. The plan to issue bonds had been widely welcomed in the kingdom as a sign that it was trying to limit future drawdowns on its foreign reserves in covering its deficit. The Government yesterday

denied news agency reports which claimed that a bond issue had been postponed indefinitely.

Elders in \$500m CP programme

ELDERS IXL, the Australian brewing, financial and agricultural trading group, has arranged a \$500m Eurocommercial paper programme, writes Stephen Fidler. Dealers for the programme

will be Chase Investment Bank, which arranged the fin-ancing, Bank of America International, Crédit Suisse First Boston, Société Générale and Citicorp. Issuance is expected to start towards end-April. Elders can also issue in sterling under a programme, for which Barclays de Zoete Wedd, County NatWest and Midland Montagu will act as dealers.

# Market activity slackens ahead of Easter break

BY DOMINIQUE JACKSON AND CLARE PEARSON

the long Easter break.

attention was focused on cur- for Finland issued last week. rency movements. Other cur- Another "bull-bear" d rency sectors were also quiet, tranche Euroyen issue em switching between coupons and

maturities. Most operators have already squared positions ahead of the holiday, unwilling to be caught unawares by any surprises in the US employment data, due out on

Tokyo will have a chance to digest the figures on Saturday and New York on Monday, while the London market will be unable to react until Tuesday manie to react until Tuesday morning, one dealer explained. Little trading activity is expec-ted today and dealers said prices could drift marginally lower in the absence of any clear signals from the foreign exchange mar-ket.

In the primary market, the World Bank tapped the Eurolire sector with a L150bn 10% per cent issue due 1993, priced at 101%, led by Banca Nazionale del Lavoro.

The lead manager said the bond was seeing good demand from Continental and particularly Italian investors and quoted the issue at 1.65 points below issue price, within its total fees.

A HANDFUL of disparate issues The French franc sector also resistance. in the non-dollar sectors yester saw a new issue from Interfinday signalled that mainstream since Crédit National, a unit of Toronto Dominion Bank, the activity in the Euroboad market Crédit National, the French most recent of this week's spate was slowing markedly ahead of state-owned financial institution. The FFr500m 9% per cent deal, Secondary trading was quiet, due 1993 and priced at 101% was with little activity in Eurodollar launched by Crédit Commercial bonds, which mirrored the US de France and is only the second Treasury market, with prices issue in the sector so far this moving in a narrow range as year. It follows a FFr600m deal

though dealers detected some taking to five the total of these

## INTERNATIONAL BONDS

specialist instruments issued so far this week.

amount offers tax advantages for Far Eastern, particularly domes-tic Japanese, investors while boxrowers have taken advantage of these issues to swap the proceeds and obtain cheap funds. These

sector showed a firm undertone with participants focusing on

A £75m five-year bond for of new issues, improved in its second day's trading to a bid price of less 1.70, compared with 1% per cent fees. The lead-manager said it was maintaining its initial 45 basis points yield spread over gilts, even though for Finland issued last week. this had been seen as tight when Another "bull-bear" double the bond was launched.

Dealers said investors were showing only selective interest in this week's five new Eurosterling bonds. A seven-year bond for Creditanstalt appeared to be faring the worst. It was bid yesterday at less 2.25, against 1% per cent

total commissions. D-Mark bonds saw little turnover. Dealers said that the The Y10bn 7 per cent issue, by absence of Japanese investors Sumitomo Trust international for from the market was particularly Finland's Kansallis-Osake-noticeable. Prices were slightly

Pankki, has separate buil and firmer where changed.

Swiss bond trading was quiet terms linked to the Japanese government bond futures contract of bonds mostly closed firmer. Japanese government bond futures contract of bonds mostly closed firmer. Japanese government bond futures contract of bonds mostly closed firmer. Japanese There is also a put and more actively traded, with prices all outliers of the 24 years. call option after 3% years. rising in response to gains in The unknown redemption Tokyo share prices.

This encouraged Union Bank of Switzerland to launch a SFr50m 51/2-year convertible for Komatsu Zenosh, the agricultural machin-ery maker, with an indicated 1% per cent coupon. Unlike most

issues are targeted at a specific recent Japanese convertibles, it group of investors and are not expected to trade widely.

Dealing in the Eurosterling sector was becalmed, though the conductor manufacturer, had met sector where the conductor manufacturer, had met a good response even though, unlike recent Japanese convert-Euroline issues for certain supranational borrowers have tax advantages for domestic investigation advantages for domestic investigation and the foreign option. Yesterday it was quoted used firm, although an attempt to in the grey market about three push it through DM3.11 ran into

## Citicorp reorganises London offshoot

CTRCORP, THE US bank holding commercial paper operations, in product management and development, is reorganising senior charge of the distribution of all opment division, while Mr Willie securities, including Eurobonds. Mr Brian Woolley, head of the uct origination and relationships with investors.

### Asserting Price change.

| December | De

ment banking unit, writes Our bank's Swiss capital market with investors.

Euromarkets Correspondent.

The changes will put Mr Len loan syndication in London, has returned to London to head a the UK investment bank.

FT INTERNATIONAL BOND SERVICE | Charge on the latest international bonds for which there is a St NOLLAR | Charge on STRABERT'S | Abbey Rational 77, 92 | 200 95% 97% 0.41% 8.47 | 200 95% 97% 0.41% 8.47 | 200 95% 97% 0.41% 8.47 | 200 95% 97% 0.41% 8.47 | 200 95% 97% 0.41% 8.47 | 200 95% 97% 0.42% 8.48 | 200 9183% 103% 0.45% 0.45% 8.63 | 200 9183% 103% 0.45% 0.45% 8.63 | 200 9183% 103% 0.45% 0.45% 8.63 | 200 9183% 103% 0.45% 0.45% 8.63 | 200 9183% 103% 0.45% 0.45% 8.63 | 200 9183% 103% 0.45% 0.45% 8.63 | 200 9183% 103% 0.45% 0.45% 8.63 | 200 9183% 100% 0.45% 0.45% 0.45% 8.64 | 200 95% 95% 0.45% 0 Closing prices on March 30

Laurel Bid Sifter day week Yield
55 102's 102's 104's 40's 4.71
45 98 98's 104 +01's 4.71
45 98 98's 104 +01's 4.95
20 100's 101's +01's -01's 4.93
30 100's 100's 0 -0's 5.01
60 98's 98's +0's 0 4.66
150 104's 104's -0's 4.93
50 98's 98's +0's 0 4.66
150 104's 104's -0's 4.93
50 98's 98's +0's 0 4.70
50 103's 104 +0's +0's 4.51 Change on Change on Change on State of STREET STRATEGITS Italy 9 90 Liberty Minteed 8½ 95 L.T.C.B of Japan 8 91 L.T.C.B.of Japan 8 97 Mercis-Benz Cd. 8½ 95 Metropolis Tokyo 9½ 93

> FLOATING RATE NOTES Alberta 3 93...... Spread Rid .0312 100.09 .08 99.37 .08 100.07 .04 99.68 .04 99.10 .10 100.35 .1 99.54 .1 99.54 .1 99.54 .1 99.54 .1 99.54 .1 99.54 .1 99.54 .1 99.54 .1 99.54 .1 99.54 .1 99.54 .1 99.54 .1 99.54 .1 99.55 .1 00.06 .1 Beighum 91..... Britangia 5 93 £... Chase Manhatran (

Cost. Care Chy.

Care. Care Chy.

Care. Care Chy.

Care. Care Chy.

Ser. Care Chy.

Ser. Care Chy.

Ser. Care Chy.

Ser. Care Ser. Chy.

Ser. Care Chy.

Ser.

" No information available-previous day's price † Only one market maker supplied a price

compon.

Lonerthic Sonds: Denominated in dollars unless otherwise indicated.

City. day = Change on day. Cav dair = First date of conversion into shorts. City. arx = Homisal acount of hond per share expressed recurrency of share at conversion rate flued at sone. Preu = Percentage promises of the convenient rate flued at sone. Preu = Percentage promises of the convenient rate flued at sone. Preu = Percentage promises of the convenient rate flued at sone.

## Latin American countries was they began debt conversions. verted \$15.6m, and New they began debt conversions. verted \$15.6m, and New they began debt conversed \$7.2m at the amounts involved were religious for the south. creditors stayed away from the auction, apparently unwilling to two sessions, one for investments in development areas in the would not set a minth's auction count at next month's auction accept large discounts on the Brazilian assets. verted smaller amounts. Among them was Banco Bozano Simonsen, Morgan Grenfell's Brazilian The discount on Brazilian investments in the more prosper-ous south. and the \$150m monthly limit would not be changed. Neither do partner in a conversion fund, which converted \$300,000. debts has already narrowed to about 52 cents to the dollar.

These securities have been sold outside the United States of America and Japan. This announcement appears as a matter of record only.

Brazil's debt conversion auction goes well

**NEW ISSUE** 



## The Nomura Securities Co., Ltd.

(Nomura Shoken Kabushiki Kaisha)

U.S.\$200,000,000

4\% per cent. Bonds due 1993

with

Warrants

to subscribe for shares of the common stock of The Nomura Securities Co., Ltd.

Issue Price 100 per cent.

Normura International Limited

Banque Paribas Capital Markets Limited Crédit Commercial de France County NatWest Limited Bank Capital Markets Limited Credit Suisse First Boston Limited Kleinwort Benson Limited Kidder, Peabody International Limited Morgan Grenfell & Co. Limited Mitsubishi Trust International Limited

Morgan Stanley International SBCI Swiss Bank Corporation Investment banking nitomo Trust International Limited Algemene Bank Nederland N.V. Amsterdam-Rotterdam Bank N.Y. Banca Commerciale Italiana Banca della Svizzera Italiana Renco di Roma Bank of America International Limited

Banque de Neuflize, Schlumberger, Mallet Barclays de Zoete Wedd Limited BHF-BANK Chemsecurities Ltd. Cosmo Securities (Europe) Limited Dai-Ichi Europe Limited Credito Italiano S.p.A. DG BANK Deutsche Geno Daiwa Europe Limited Dresduer Bank Aktiengesellschaft Dominion Securities Inc.

Finter Bank Zürich Generale Bank Kansallis Banking Group Mitsui Finance International Limited

The Nikko Securities Co., (Europe) Ltd. Okasan International (Europe) Limited Postipankki Ltd Sonwa International Limited Security Pacific Houre Govett Limited Svenska Handelsbanken Group Tokye Securities Co. (Europe) Ltd.

Westdeutsche Landesbank Girozentrale

Yamaichi International (Europe) Limited

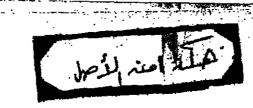
Coldman Sachs International Corp. Merrill Lynch International & Co. J.P. Morgan Securities Asia Ltd. on Brothers International Limited Shearson Lehman Brothers International Société Générale Union Bank of Switzerland (Securities) Limited S.G. Warburg Securities Julius Baer International Limited Banca Nazionale del Lavero Bank of Yokokama (Europe) S.A. Banque Bruselles Lambert S.A.

Bankers Trust International Limited Banque Française du Commerce Extérieur Baring Brothers & Co., Limited Bayerische Vereinsbank Aktiengesellschaft Caisse des Dépôts et Consignations Citicorp Investment Bank Limited Chase Investment Bank merzhank Aktiengesellschaft Crédit Agricole Creditonstalt-Bankverein Daiwa Bank (Capital Management) Limited bank DKB International Limited ndinaviska Engkilda Limited Enskilda Securities, Skr Robert Fleming & Co. Limited Fuji International Finance Limited

Hambros Bank Limited IMI Capital Markets (UK) Ltd **KOKUSAI** Europe Limited Krediethank International Group Monufacturers Hanover Limited Lombard Odier International Underwriters S.A. Samuel Montagn & Co. Limited New Japan Securities Europe Limited Nippon Kangyo Kakumaru (Europe) Limited Österreichische Länderbank Aktien

N M Rothschild & Sons Limited Prodestial-Bache Capital Funding J. Henry Schroder Wagg & Co. Limited Sonyo International Limited Smith Barney, Harris Upham & Co. Incorporated Tokai International Limited Wake International (Europe) Limited

Dean Witter Capital Markets - International Wood Gundy Inc. Yamatane Securities (Europe) Ltd.



M. 200 31 1969

## **APPOINTMENTS**

# Board changes at **Robert Fleming**

B.P. Matthews has been appointed as a director of Robert Fleming & Co. Robert Fleming Securities has appointed as director of Robert Fleming & Co. Robert Fleming Securities has appointed as directors Mr G.M. Barnard, Mr R.W.J. Mr J.C. de Pass, Mr C.E. Dunn, Mr A.D. Jamieson, and Miss S.C. Thomspson. At Robert Fleming Management Services Mr A.S. Heybourn, Mr A.B. company secretary. He was a director and company secretary been made directors and Mr D. Robinson becomes internal auditors.

Frieming & Co. Robert Feening FAIRLINE BOATS has appointed as directors in the Colin Joyce as a non-cross-tive director. He was finance but as a second component to the bridge side, the company will provide a second but a seco

The state of the s

offshoo;

BISLEY PRECISION OFFICE
BQUIPMENT has appointed Mr
Barry Sharp to the board. He was managing director of SASCO.

NOREX has appointed Mr Peter Anscombe as a director of Norex Insurance Brokers. He joins from Sedwick U.K., where he was a regional director. Mr John W. Bell has been appointed a director of Norex Non Marine.

Tarry of Sealink UK.

\*

Mr Nigel Bulpitt has been appointed to the GALLAHER group executive and will be responsible for group executive and will be responsible for group executive. He planning. Mr Philip Burchell, financial director of Gallaher Tobacco (UK), has also been appointed to the group executive. Both appointed to the GALLAHER group executive and will be responsible for group executive and will be responsible for group executive and will be responsible for group executive. He planning. Mr Philip Burchell, financial director of Gallaher appointed to the group executive. Both appointed to the GALLAHER group executive and will be responsible for group executive and will be responsible for group executive. Burning. Mr Philip Burchell, financial director of Tobacco (UK), has also been appointed to the GALLAHER group executive and will be responsible for group executive. Burning the financial director of Gallaher appointed to the GALLAHER group executive and will be responsible for group executive. Burning the financial director of Gallaher appointed a director of IO RESEARCH. He appointed to the group executive. Both appointed to the group executive. But a financial director of Gallaher appointed a director of IO RESEARCH. He appointed to the group executive. But a financial director of Gallaher appointed t

ROBERT FLEMING HOLDINGS Authority and the National has appointed Mr P.T. Bateman, Water Council. General Utilities Mr R.H. Cooper, and Mr C.LC. is a wholly-owned subsidiary of Munro as directors, and Mr D.J. Compagnie Generale des Euax Young as company secretary. Mr and holds the group's investigation of the companies.

Head of swaps

at Kleinworts

Sir William Dugdale has been appointed company secretary of man designate of GENERAL UTILITIES. He is a former chairman of the Severn Trent Water Authority, the Trent River T

**CLASSIFIED ADVERTISEMENT RATES** 

47.00 41.00 34.00 48.00 44.00 34.00 34.00 nmercial and Industrial Property Motor Cars Contracts To

For further details write to: FBIANCIAL TIMES, 10 CANNON STREET, LONDON EC4P, 48Y

## **CONTRACTS**

## £20m mechanical handling orders

KLEINWORT BENSON has appointed Mr Konstantin von Schweinitz as a director of Kleinwort Benson Securities and head of the London swap group, covering preliminary long-term sterling interest rate and currency swaps. He was an executive director of Chase Investment Bank and its head of swaps in

BUTTERLEY ENGINEERING, a touse ladie crame trolley at Tinmember of the Norcros Group, sley Park, Sheffield, and modifiberth for the Dover Harbour bars won contracts worth £20m.

The largest involves the Butterley will design, manufacture, installation ture and deliver what is and commissioning of a raw described as "a unique integrity materials handling and furnace charging system at British Steel crames for the pressurised water ley will fabricate and erect a Corporation's Port Talbot works, reactor at Sizewell B nuclear twin-leaf bascule bridge at The South Wales. Other orders from power station in Sunfolk.

On the bridge side, the company will provide a second scheme.

Building contracts worth more than £5m have been awarded to four of the WILLMOTT DIXON an extension to a Norfolk store.

The largest, worth in the region of £2.3m, is being carried out by A.F. Symes of Leytom. It involves the refurbishment of a seven-storey warehouse at Bear Wharf, London SE1 to provide office accommodation for British Telecom.

Bush Gould of Norwich has

won two contracts. One, worth houses at Beardmore Park, Martiesham £537,000 is for work on the contract to recursion to a Norfolk store.

The second contract involves other is a £387,000 contract to design and build a two-storey steel-framed office building for tract is worth in the region of £2.3m, is being carried out by A.F. Symes of Leytom. It involves the refurbishment of a seven-storey warehouse at Bear worth in the region of £2.50,000.

Willmott Dixon Design and Build of Cambridge is engaged on two new contracts. One, worth the checkout area of its store at £1m, is to build two retail ware-

## IN BRIEF....

From April I Ms Anna Christiansen joins the board of HILL MUERAY. She was an associate director.

In Peter Beckett, account supervisor, advertising division, becomes an associate director.

Mr Peter Beckett, account supervisor, advertising division, has won a payointed an associate director.

Mr Terry G. Kemp has been appointed an associate director of JAMES LATHAM He is company secretary and a director of Latham Timber Centres (Holdings).

Mr Francis Witts, a director of Morgan Grenfell International, has been appointed general manager of MORGAN GRENFELL FINANSAL HIZMETLER, Istanbul Morgan Grenfell claims to be

TEMPERATURE, a member of tract by the network division of the design and supervision of the feeling and supervision of the design a

FINANSAL HIZMETLER, Istanbul Morgan Grentell claims to be the first UK merchant bank to start a financial services operation in Turkey.

\*\*TEMPERATURE, a member of tract by the network division of the Morcros Group, has signed a British Telecom to manufacture mechanical and electrical services in Turkey.

\*\*Mor Adrian Reynolds has joined the board of CYBERAID as group sales director. He was with Nova.

\*\*Dir Adrian Reynolds has joined the board of CYBERAID as group sales director. He was with Nova.

\*\*PRESSAC HOLDINGS, Notting ham, has been awarded a consuppointed by the Home Office for tract by the network division of the design and electrical services at Brookhill remand centre, work system, Line Box will conditioning company Fyrogenis enable engineers to remote test the services will be about £5m.

\*\*TEMPERATURE, a member of tract by the network division of the design and electrical services at Brookhill remand centre, near Birmingham. The value of the services will be about £5m.

\*\*SA. Under the agreement the lale for faults on lines running from the properties. The contract is about £15m.

## **Announcements**



MUIR-CARBY, BOTTKJAER, INC.

is pleased to

announce

the opening of their new office

at

40 Rowes Wharf

Boston, Ma 02110

Edward F. Coakley

president

617-330-7660

## **Contracts & Tenders**



SECRETARIA DE ENERGIA SUBSECRETARIA DE



**AGUA Y ENERGIA ELECTRICA** SOCIEDAD DEL ESTADO

INTERNATIONAL PUBLIC BID NR. 31/88. PROJECT, SUPPLY, ASSEMBLY AND START-UP OF SANTO TOME

TRANSFORMING-CONVERTING STATION (PROVINCE OF CORRIENTES).

STATION (PROVINCE OF CORRIENTES).
BIDDING CONDITIONS: AyE-GIE-1719.
Value of Bidding Conditions: \*\(\pmu\) 25,000.
OPENING DATE: 23/5/88 at 10.00 a.m.
Enquiries and Delivery of Documentation: Gerencia de Compras Adolto Alsina 1418 - Planta Baja - Buenos Aires - Fiepública Argentina, from Mondays to Fridays, 11.00 a.m. to 02.00 p.m. Submittance and Opening of Tenders: Gerencia de Compras, Adolto Alsina 1418 - Planta Baja - Buenos Aires - República Argentina.
This bid is partially financed with resources from the Inter-American Development Bank - I.D.B. - (Loan Contract NR. 488/OC-AR), the nationality of the participants and the origin of the goods being restricted to the member countries of the I.D.B.
Santo Torné Transforming-Converting Station shall be of

Santo Tome Transforming-Converting Station shall be of 50MW nominal power.

IN 1987

SCHRODERS

Advised On More

Mergers And

Acquisitions

Worldwide Than Any

OTHER BRITISH BANK:

IN 1987

SCHRODERS

Advised On More

MERGERS AND

Acquisitions Within

THE UK THAN

ANY OTHER BANK:

**基 Schroders** 

# BAe lapses into £159m deficit

than most analysts had been drawn up on the assumption expecting, for anticipated trading thatthe dollar remains weak in losses on civil aircraft orders and assumed sales. This left pre-tax ately in the following few years. losses for the year to December Of the \$320m provision, the Air-

Losses per share were 43.9p account for £140m. (51.4p profit). However, the com-pany is proposing a final divi-dend of 11.8p per share bringing the total for the year to 18.7p, an

increase of 7.5 per cent. Professor Roland Smith, chairman, said the company had taken an extremely conservative view in drawing up the accounts. The company, he said, was looking forward to the future from a posi-

The losses result in part from the relative youth of the civil aircraft division of BAe and of Air-

British Aerospace said yester-day that exceptional provisions compounded by recent currency made in its 1987 accounts were changes most civil aircraft sales intended to cover losses on its are denominated in US dollars civil aircraft operations until but the cost base is mainly in

BAe's provisions have been 1988 but will strengthen moder-31 at £159m, against a profit in bus proportion is about £180m and BAe's own operations

The company expects its own civil aircraft division to be making trading profits after 1991. Any Airbus losses after then have not been provided for. Airbus itself expects to be mak-

Airbus itself expects to be making profits in 1990-91 but BAe Roland Smith — stepping up attempts to cut costs. said it had taken a more cautious view for accounting purposes. In 1987, BAe sales rose by 30 per cent from £3.14bn to £4.08bn. partly as a result of acquisitions including Royal Ordnance Factories. Exports accounted for 69 per cent of total sales and the order book at the end of the year was

to operate casinos.



the exceptional provisions were reduce costs. Over the next 18 fillin — £21m below the previmonths 5,000 staff would be leavent year. This was largely due to interest charges of £18m committeest charges of £18m compared with net interest receivable.

of £9m in 1986. The civil aircraft division made a loss of £68m (£8m loss). Airbus accounted for \$38m of the deficit. BAe said it mitigated the worst effects of the dollar's weakness by covering forward but receipts from civil aircraft deliveries were reduced. Turnover was £753m

Military aircraft made a trading profit of £155m (£146m) on sales of £1.86bn (£1.17bn) and weapons and electronic systems increased profits by £59m to £199m on sales of £1.32bn (£1bn). The weapons improvement was assisted by the success of Royal Ordnance Factories, which was acquired during the year and contributed the bulk of the £59m

made a profit of £4m (£2m) on
Trading profits for the year sales of £153m (£195m). Professor
amounted to an unchanged Smith said the company was
£217m but pre-tax profits before stepping up its attempts to

# Brent Walker chief calms City with £21m

In a brief speech made to stock-In a brief speech made to stock-brokers, senior Brent Walker employees and journalists before announcing a near-threefold increase in 1967 pre-tax profits, Mr Walker acted to calm City fears that his record had not been disclosed to the Gaming Board, sweeping these things under the fears that his record had not been disclosed to the Gaming Board, the authority which regulates the casino industry in this country. The former boxer was respond-

ing to a series of recent articles in Time Out, the London listings magazine, which stated that Mr Walker was jailed for two years at the Old Bailey in 1956 after pleading guilty to stealing wool-len goods and nylons worth

# £1.754. Walker revealed that pre-tax A sharp fall in Brent Walker's profits for 1987 had increased share price over the last fortnight from £7.17m to £20.8m. Fully

BAT Industries, the tobacco- share tender offer for Farmers based multinational, has extended until midnight on April Group, the US insurer, which val-27 the closing date for its \$63 per tess Farmers at \$4.50m (\$2.42m).

**BAT** extends Farmers deadline

carpet."
He added that he had paid the

He added that he had paid the price for what he described as "that mistake". "I was lucky to have been young enough to learn by it. I have used it as a spur in my life ever since. The articles are a reminder to me to increase my determination for the future."

Immediately afterwards, Mr Walker revealed that pretay.

A recommended final dividend. Leisure centres and catering

A recommended final dividend of 5p brings the total for the year to 8p, a 42 per cent advance.

**comment** 

Yesterday's excellent figures from Brent Walker did something to lift the gloom which has over-shadowed the share price since

MR GEORGE WALKER, chairman and chief executive of Brent Walker Group, yesterday took operator since the acquisition of turnover soared from £32.72m to close at \$500, but at this level they are still 42p below their value a forming tage. nothing in the price for the possi-ble redevelopment of the Hack-ney dogs stadium — nor indeed, for the possible sale of the free-hold to Number 45 Perk Lane, which houses one of the forme which necessions. Such a sale would reduce the purchase price by 150m to 170m for a beamess which should generate prefits of 155m in a full year. Under present sensitive circumstances however, the very prosperity of the casinos is likely to frighted investors who fear — however thress-

operate casinos.

"All the relevant information as been known to every appropriate body since the start of my sessiness career," Mr Walker said estenday. "Everything has been the protection of weeping these things under the arpet."

Operating profits, before interest administrative est and central administrative charges, rose from £9.5m to £22m. The group makes £40m this year sensor and stadia division accounted for 44 per cent of last year's profit, up from 15 per cent of last year's profit, up from 15 per cent the year before interesting profits, before interest and central administrative on a prospective p/e of just over 10 if the group makes £40m this year. This appears ludicrously grown so rapidly and has consistently been able to mitigate the risks associated with high-return ventures, whether in the film industry, at Brighton Marina, of Basildan where BW is building. Sasildon where BW is building the UK's first astrodome. There is

tors who fear - however unrea-sonably - that Mr Walker's

## **Acquisitions** help Raine to treble profits

Raine Industries, the house-building and contracting group of which Mr Nigel Rudd is non-executive chairman, yesterday reported that pre-tax profits had more than trebled, from £1.52m to £4.83m, in the six months to December 31.

Recent acquisitions were the main factor in the expansion but the company said organic growth was about 40 per cent.

struck on turnover of £72.59m (£16.72m). Earnings were 57 per cent ahead at 3.55p (2.26p) and the divideend was lifted from 0.4p to 1p.

Mr Rudd said each division had traded well. The narrowing of margins reflected the greater impact of contracting, where profit/sales ratios are relatively low, on the results.

The contracting division, which includes a full six months from Ford & Weston and two months from Hall & Tawse, and the shopfitting division both traded extistacto-

The housebuilding division expected to sell more than 1,300 houses this year and 2,200 in 1988/89 on a fully annnalised basis. That would put it into the top 15 of UK house-builders, said Mr Peter Parkin, chief executive.

## comment

The real benefits of Aber-The real benefits of Aberdeem Construction are still to ease but already it is looking like a good deal. Raine bought it for 260m last October but has raised 230m front disposals of the parts it did not want and still has an office complex worth about 230m and a contracting company which tracting company which makes annual profits of £3m and is worth £12m or £13m. and is worth £12m or £13m. With a property portfolio the value of which more than covers group debt, Raine is well placed to bring off similar acquisitions. But even without them it looks well set for expansion, as the 40 per cent organic growth figure demonstrates. Assuming pro-tax profits of about £12.5m, the shares are on a nic of about 13. a fair-terms on a nic of about 13. a fair-terms on a nic of about 13. a fairare on a p/e of about 13, a fair promium to the market but

# MCC buys magazine publisher as profits double to £166m

Maxwell Communication Corporation, the printing and publishing group formerly known as BPCC, more than doubled pre-tax profits to £166m in 1967. MCC iso announced the £17m acquisi-

tion of a magnaine publisher con-trolled by Ladbroke Group. The advance in profits from 580.3m translated into a 15 per cent increase in earnings per share to 26.70. Mr Robert Maxwell, chairman,

said MCC was on course to achieve its strategic plan of becoming a global information and communications business with annual turnover of between 23bn and 25bn by 1990.

The group plans to concentrate further expansion and acquisitions in communications, including electronic and database publishing. For this purpose, it has arranged \$20m (£1.15m) in term facilities with 11 international

Having become the largest printer in Europe, the second in the US and at least the fourth largest in the world, MCC had largely satisfied its acquisition ambitions in this sector. Future ambitions in this sector. Future growth would be based on acreased efficiency and produc-

tivity in each plant.
If the dollar had not failen gainst sterling, MCC would have approached its first film year in 1987, Mr Maxwell said. In the ent to SESI. In: (SASI. 7m).

The final dividend of 8p and plants worldwide were operating event, turnover rose by 91 per-cent to £884.hm (£464.7m).

at high levels of utilisation, Mr Maxwell said. He also announced Maxwell the imminent launch of colour magazines for Mirror Group Communication Newspapers' two London-based Share Price relative to FT-A Publishing & Printing Index 110 105 100 95

Stinday titles.

MCC had a strong bulance sheet boosted by the rights issue cash, Mr Maxwell said.

MCC was still a contender to MCC was still a contender to buy David Syme, publisher of The Age and other newspapers, from the Australian Fairfax group. "We have had very satisfactory meetings with Mr Fairfax and his people, both here and in Paris," Mr Maxwell said.

If MCC's bid was accepted by Fairfax and allowed by the Aus-

Fairfax, and allowed by the Australian Government, the eventual intention would be to seek a stock market flotation for The

Age, he said. The latest UK acquisition, Home and Law Magazines, pub-lishes babycare magazines as well as titles including Wedding & Home, Exchange Contracts and The Gardener. It has been MCC schieved profit increases in all areas. Communications, including publishing, more than trailed its contribution to £52.2m (£18.5m) and printing advanced to £56.2m (£46.5m). Property disposals and treasury operations each accounted for about half the £47.5m (£18.9m) profit from other activities.

The Gardener. It has been awarded a new five-year contract to publish the customer magaine for Texas Homecare, Ladbroke's DIY subsidiary.

MCC will own 91 per cent of Home and Law, of which 84 per cent was owned by Ladbroke, with the rest retained by employées. Ladbroke said the group achieved profits of 21m before tax and interest in 1987.

and interest in 1987.

MCC shares fell 7p to close at

# United Newspapers rises 69%

total of Mp are unchanged from 1986. Taking into account the bonus element of the rights issue

last July, the 1987 dividend repre-

sents an effective increase of 9

per cent. There will be a scrip

SUBSTANTIAL cost-savings at United Newspapers, the publish-ing and information group which owns the Express titles and The Star, helped the company increase 1987 pre-tar profits by 69

increase 1987 pre-tax profits by 69 per cent to 595.6m.

The sharp rise was also due in part to the inclusion of just over six months of profits from Exiel, which United acquired after a 2550m bid bettle last June. During this period, Exiel contributed 59.7m at the pre-tax level.

The biggest factor behind the improvement, though, was the rise of almost 250m in national newspaper profits to 23.15m.

This, according to United, reflected the benefits of its 1986 rationalisation programme in

rationalisation programme in

three-quarters of the rise could 24.6m (£784,000). be directly attributed to the cost. In the US, magazines and exhi-

bitions turned in £11.7m (£11.5m)

savings.

Turnover in 1967 went up by 15.5 per cent to 2716.6m, and earnings per chare advanced 45 per cent to 36.2p.

On the newspapers side, the national publications saw trading profits advance to \$33.15m (£18.57m), while the regional papers increased their contribution from £10.3m to £15.3m on the back of stable costs and strong advertising.

Kisewhere in the UK, advertising periodicals produced £14.4m (£11.8m) and the magazine and exhibitions business turned in £11.6m (£8.57m). There was a included full provision for all three and the remainder from the UK changed at £7.36m (£7.55m), although income from investment almost halved to £946.000. It was below the line, however, where United carried the cost of its continuing reorganisation — a £23m extraordinary charge. This included full provision for all

£11.6m (£8.57m). There was a included full provision for all first-time contribution of £4.6m redundancies to 1990. These were Fiset Street — a programme from information services, expected to number almost 2,500 which saw staffing levels cut by a teflecting the Extel deal. Disconwith 300 having departed by the third. United said that perhaps tinued businesses contributed year-end. See Lex

# Renewed confidence after a difficult year

# **PRELIMINARY RESULTS 1987**

Year ended 31st December	1987	1986
	£,000	£'000
Turnover	200,008	212,790
Profit before taxation	21,096	25,046
Profit after taxation	14,436	15,401
Earnings per share		
– basic	25.5бр	27.79p
<ul><li>fully diluted</li></ul>	23.57p	25.25p
Ordinary dividends	9.10p	8.50p
	_	_

- \* Dividend increased 7% to 9.10p per share,
- covered 2.8 times
- \* Balance sheet remains strong with net cash and deposits of £28 million
- \* Reviving demand in papermaking and water treatment divisions
- \* First step in major growth strategy by acquisition of two computer technology companies.

"We have first rate businesses with stronger order books than in recent years. In general we are more confident than we were a year ago."

Julian Sheffield, Chairman

# Portals Holdings PLC

Laverstoke Mill, Whitchurch, Hants RG28 7NR

# O EARNINGS O GROWTH Results Year to 31st December

	1987	1986	increase
Turnover	£716.6m	£620.3m	15.5%
Profit before tax	<b>£95.6m</b>	£56.6m	68.8%
Tax	<b>≨33.2</b> m	£19.3m	71.8%
Earnings per shar	re 36.2p	25.3p	43.1%
Dividend	19p	16.5p	15.2%
*Including Extel Group	PLC for 6 mon	ths	

Chairman, Lord Stevens reports:

"The results for 1987 amply fulfils the confidence I expressed in my report of last year.

United Newspapers is stronger than ever."

# United Newspapers plc

23-27 Tudor Street, London EC4Y 0HR

The annual report will be sent to shareholders on 14th April 1988.

# Bowater above forecasts with rise to £54.5m

Bowater Industries, packaging and building supplies group, beat most forecasts with pre-tax profits of £54.5m, up over 13 per cent on the £48m made in 1986. Turnover was slightly reduced at £1.15m (£1.34m). Earnings per share grew by more than 34 per

cent to 86.7p (27.3p).

Operating profit from continuing businesses rose to £60.2m (250.2m), led by increased contributions from packaging and industrial products and merchanting and sarpless chanting and services.

The state of the s

reinstitute pension contributions (10p) for the year.
of £2m after the crash,
Mr Lyon intends to place less
emphasis on volume in the corre-

gated packaging division and more on added value, by working on designs for the outside of boxes it produces.

Last year trading profits in the sector rose to £28.5m (£22.4m), Rexham, the US packaging concern bought for £129m last November, was included for six weeks and contributed £15m in sales to divisional turnover of £287m (£335m).

The merchanting and services chanting and services.

During 1987, Bowater's management team was substantially altered with the appointment of a new chief executive, Mr David Lyon, a new chairman, and a new finance director.

Mr Lyon said yesterday Bowater would attempt to squeeze margins in all sectors this year, Bowater ought to consolidate its strengthening position as a producer of lucrative designer packaging. A full year's contribution from Rexham and improving margins both here and in the building products division also increased trading the designer packaging. A full year's contribution from Rexham and improving margins both here and in the building products division also increased trading the designer packaging. A full year's contribution from Rexham and improving margins both here and in the building products division also increased trading year's contribution from Rexham and improving margins both here and in the building products division also increased trading the designer packaging. A full year's contribution from Rexham and improving margins both here and in the building products divisional turnover of sive. This year, Bowater ought to consolidate its strengthening position as a producer of lucrative designer packaging. A full year's contribution from Rexham and improving margins both here are fully profits to £23.8m (£18.9m) and year's contribution from Rexham and improving margins both here and in the building products division also increased trading the designer packaging. A full year's contribution from Rexham and improving margins both here are fully profits to £23.8m (£58.1m).

The figures included an extraordinary gain of £12.8m and in the building products division also increased trading the designer packaging. A full year's contribution from Rexham and improving margins both here are fully year's contribution from Rexham and improving margins to the sale of \$1.00 per cent stake in Cayar.

The figures included an extraordinary gain of £12.8m and in the building products division also interested trading the sale of \$1.

## **COMPANY NEWS IN BRIEF**

A & C BLACK (publisher): Pre-tax profits £817,000 (£533,000) on turnover of £4.71m (£4.61m) for

1£464,000. Turnover £23.52m CLARKE, NICKOLLS & Coombs (£23.48m). Tax credit £1.07m (property investor and devel-(£440,000 debit). Earnings 1.65p oper): Pre-tax profits £1.53m

turnover of £4.71m (£4.61m) for 1987. Final dividend 8.25p (7.25p) making 12p (10.75p). Earnings 30.9p (25.6p) per share.

NORISH (food storage and distribution): Pre-tax profits 1£2.46m for 1987, against 1£2.03m, Turnover £13.63m (£4.68m), Final dividend 7.3p (6.1p), making 10.5p against £2.85m. Dividend is (0.01p). (5893,000) on turnover of 25.42m GOAL PETROLEUM.- Pre-tax (22.9m) for 1987. Final dividend profits for 1987 £3.81m compared 2.4p (2.1p adjusted) for 8.5p (3.15 with loss of £631,000 on turnover adjusted) total. Earnings 9.93p 20p share.

ARAN ENERGY (unquoted oil and gas group): Pre-tax profits lE1.43m (£1.24m) for 1987 against growth in the longer term. is well-placed to face the future and to maintain its continued

## Cambridge Isotope

Cambridge Isotope Laboratories, Massachusetts-based producer of stable isotopes and on the USM, received applicaducer of stable isotopes and on the USM, received applicachemical compounds, improved tions in respect of 3.24m shares 
pre-tax profits to \$1.3m (£700,000)in the year to November 
30 1987 against a previous 
\$789,058. Turnover rose from 
\$3.38m to \$4.51m 

haves \$5.00 to \$5.00 -2.500 

shares \$5.00 to \$5.00 -2.500

## **BWD Securities**

\$3.56m to \$4.51m. cated in full; 1,500 to 3,500 -1,000 shares; 4,000 to 6,000 -2,000 shares; 6,500 to 8,500 -2,500; 2,000 last April, is paying a dividend of \$0.006 from sarnings of \$0.06 (\$0.04).

Hertfordshire
The Financial Times proposes to publish this survey on:

24th May 1988 For a full editorial synopsis and advertisement details, please contact Rachel Fiddimore

on 01-248, 8000 ext 4152 or write to her at: Bracken House ECAP 4BY

FINANCIAL TIMES

ndard Chartered Group for 1987 as fo

Standard Chartered Group is	or 1987, as 1	ronows:
-	1987	1986
•	£ million	noimm 3
Trading profit before charge		
for bad and doubtful debts	362.1	394.4
Charge for bad and doubtful debts	(233.6)	(184.2)
	128.5	210.2
Share of associated companies	39.1	43.7
Profit before exceptional items  Exceptional tems:	167.6	253.9
Charge for cross border debts	(519.5)	
Surplus on disposats of premises	88.9	~
Reorganisation costs	(10.8)	
Profit/(loss) before taxation	(273.8)	253.9
Taxation:	<del></del>	<del></del>
United Kingdom	37.4	(13.0)
Overseas	(83.0)	(728)
Share of associated companies	(14.6)	(10.5)
	(60.2)	(96.3)
_	(334.0)	157.6
Minority interests	(10.5)	(6.6)
Earnings	(344.5)	151.0
Extraordinary ilems	(60.4)	. (8.7)
Profit/(loss) attributable to		- <del></del>
members of the company	(404.9)	1423
Dividends: Interm	(19.5)	(19.5)

Meeting on 12th May 1988, a final dividend of 22.5 pence per share making a total distribution for 1987 of 35.0 pence per share. The final dividend will be paid on 20th May, 1988 to shareholders on the

trie meaning of Section 254 of the Companies Act 1985. Full accounts containing an unqualified audit report will be posted to shareholders on 18th Arm. 1988. Occurs will be delivered to the Registrar of Companies in accordance with Section 241 of the Companies Act 1985.

Standard & Chartered

Standard Chuneroo PLC, 38 Bishopsgate, London EC2N 4DE

Amount retained/(deficit)

Earnings per share: Before exceptional items

After exceptional items

register on 21st April, 1988.

(35.0)

(459.4)

(221.3p)

(35.0)87.8

97.0p

**Metal Box** to accept S. Africa

offer By Maggle Urry

Metal Box, the UK packaging group, is planning to accept an offer worth £28.7m for its 25 per cent stake in Metal Box South Africa. The offer comes from Nampak, a quoted subsidiary of Barlow Rand, the South African industrial business. Metal Box South Africa, which has similar activities to its UK namesake, is quoted, and Nampak is proposing to acquire all its shares.

proposing to acquire all its shares.

At the same time, Metal Box is selling its 25 per cent stake in Robor Industrial Holdings, a South African steel, metal and tube company, to Barlow Rand, which owns the major-terior. ity of Robor's shares, for

The two deals will take Metal Box out of South Africa. The company expects to be able to bring the £35.4m of cash back to the UK where it will be used to develop and extend its existing core businesses.

Metal Box South Africa will continue as a licensee of Metal Box technology and will be able to use the Metal Box name for two years. Metal Box shares were down

# OT&T meets targets with £41.2m

Ocean Transport & Trading, international distribution services group, yesterday announced pre-tax profits of £41.2m for 1987, up 10 per cent on the £37.4m achieved in 1986. The figures were in line with eading analysts' expectations, which had been downgraded at the interim stage, and the shares

closed down 1p at 283p.
OT&T has been undergoing a
major change of direction in recent years, reducing its depen-dence on the depressed shipping sector, and developing three other major legs: international freight management, specialised warehousing and distribution, and environmental management. At the trading level, profits rose 29 per cent to £40.9m (£31.7m) on turnover of £950m

12m higher using 1986 year-end exchange rates.
The interest charge was £3.3m

(A.8m) and there was a drop in profits from associated compa-nies - from £10.3m to £3.6m -because of the sale in 1986 of its interest in shipping group Overseas Containers.

seas Containers.

Freight, warehousing and distribution contributed trading profits of £17.6m (£13.8m). This was helped by Jardine Airfreight, acquired in 1986. However, OT&T said while Jardine had been integrated better than planned with the MSAS Cargo business in most parts of the world, it had taken parts of the world, it had taken longer than expected to resolve

the total for the year to 10.35p (9p), up 15 per cent.

back by the problems (which now seem to be over) of combining two very different cultures at MSAS and Jardine in the UK and longer than expected to resolve after being slower than most to the problems with the important UK operations.

The environment and energy stride with a coherent, expansive

(£827m) and would have been division contributed £10.1m strategy. Capital investment (£9.8m), marine services £7.2m totalled £50m last year and has (£6.2m) and shipping £4.1m been running at the same rate so (£1.7m).

After tax of £11.6m (£11.5m), remains moderate; the manage-After tax of £11.6m (£11.5m), remains moderate; the manage-earnings per share were up 11.6 ment has been quicker than per cent to 24p (21.5p), while the final dividend of 7.01p (6.1p) takes that dividend of 7.01p (6.1p) takes many to act on the possibilities thrown up for transport as Europe moves to 1992; and the new finance director may bring A solid and worthy, rather than exciting, set of figures, held back by the problems (which the with him some additional tax and year, which on a 30 per cent tax charge produces a p/e of 10, suitably in line with the market. But it is likely to be 1989 before the full fruits of the capital spend start coming through and the shares should not excite in the capital spend spend spend start coming through and the shares should not excite in the second spend s near-term, apart from any renewed interest by Sir Ron, who

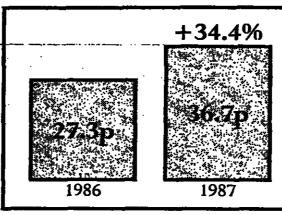
# Weir achieves £13.2m despite disposals

The Weir Group, Glasgow-based engineer, reported 1987 profits on ordinary activities ahead from £11.33m to £13.21m, but at the pre-tax level an exceptional credit of £3.73m boosted the 1986 total to £15.05m.

The results were encouraging, said Lord Weir, chairman. Excluings per share rose from 14.2p to 17.8p. "This performance is all the more creditable considering that the results for 1986 included

profits of £4.81m from our inter-ests in Weir foundries. Delas-weir and Yarrow, all of which year of 4.5p (3.5p). geographical spread is also very wide, Weir is a big exporter all over the world and the company hedges foreign currency orders as soon as they are booked. The first-time contribution from Devonport Management gave a substantial boost to the engineer-ing services division. Weir has consistently outperformed the market and forecasts for this year of £16m produce a prospective p/e of just under 11, not

# **BOWATER IMPROVES** THE BOTTOM LINE



**MAJOR GROWTH IN 1987 EARNINGS PER SHARE** 

Paper and plastics packaging Industrial coating and lamination Building materials and distribution Tissue and timber products Freight and Engineering services

**BOWATER INDUSTRIES PLC** 

1987 Annual Report will be posted to shareholders on 12th April 1988



/	f 	_	_
Shareholders' share of surplus from long-term insurance business:	1987 £m	1986 £m	
Sun Life Assurance Society plc.	14.0	12.4	
Sun Life Pensions Management Ltd.	3.2	2.3	
Sun Life Unit Assurance Ltd.	1.3	1.2	_
	18.5	15.9	•
Profit from other business	2.5	1.3	
Investment income	2.0	1.8	
	23.0	19.0	•
Expenses	0.3	0.3	
Employees' profit sharing scheme	0.7	0.6	
Taxation	1.1	0.7	
Shareholders' profit after tax	20.9	17.4	•
Retained profits brought forward	8.2	7.6	
	29.1	25.0	•
Dividends: paid	6.8	6.1	
Dividends: declared for payment	13.1	10.7	
Retained profits carried forward	9.2	8.2	•

Results from Sun Life Assurance Society plc for the year ended 31st December 1987. Salient Points:

Total premium income rose by 83% to £950 million.

Shareholders' profit for the year after tax increased by 20% to £20.9 million.

Total funds under management rose by 16% to £5.8 billion.

A record £142 million was distributed to policyholders as bonuses - up 14%.

A final dividend of 22.2p per share makes an annual total of 33.64p-an increase of 18% on 1986.

For a copy of the 1987 Report and Accounts of one of Britain's most consistently successful financial services groups, please contact: Sun Life Assurance Society plc. on Factline, 01 606 7788, or write to 107 Cheapside, London, EC2V 6DU.



GROWTH REPORTED BY BOTH COMPOSITE AND LIFE INSURERS

# October Hurricane fails to unsettle buoyant GRE

Guardian Royal Exchange, premiums of £595.2m. emposite insurer, managed a 15 In the UK, which ac per cent increase in pre-tax profits last year to £165m, in spite of last October's hurricane.

The group's figures for the 12 months to Decamber 31 further underlined the fact that apart from the hurricane, 1987 was the best year this decade for most of Britain's major non-life insurers. GRE plans to raise its total dividend by 20.6 per cent to 41p, after achieving a 5.7 per cent increase in earnings per share to 57.2p. The shares fell 2p to close

at 888p last night. Neither the UK hurricane nor the October stock market crash had a dramatic effect on GRE's trading results or investment portfolio. The group's sharehold-

41 per cent of worldwide non-life premiums of £1.45bn, hurricane-related claims totalled £53m rates under review.

GRE's main problem area is

Barely 220,000 shares in GRE

remiums of £595.2m. indemnity business, the group has generally this decade enjoyed the best underwriting results in the sector. Albingia, its subsidiary in the stable West German gross, but the group recovered to this from external reinsurers. Mr Sid Hopkins, UK general manager, said GRE had a possible increase in household structure insurence premium rabs under review equity averaging only 6.9 per cent per annum since 1983. The current year will see a much bet-Australia, where underwriting losses of £11.1m were 15.4 per cent of premiums, largely due to fierce price competition.

Comment

Comment

Current year will see a much better figure, of course, with the UK motor account for instance achieving such profitability that GRE says it plans no rate increases before July. But the good profits for 1987 and the excellent ones in prospect for excellent ones in prospect for 1988 should not mask the fact

# Sun Life moves up to £21m and stresses potential for growth

AFTER-TAX profits up 20 per cent from \$17.4m to \$20.9m in sales.

We result the growth potential of Sun Life, including the opportance of the composition of Sun Life, including the opportance of the composition of Sun Life, including the opportance of the composition of Sun Life, including the opportance of the composition of Sun Life, including the opportance of the composition of Sun Life, including the opportance of the composition of Sun Life, including the opportance of the composition of Sun Life, including the opportance of the composition of Sun Life, including the opportance of the composition of the comp

Shareholders receive an 18 per cent dividend increase to 33.64p.
On the main life and pensions fund, shareholders received a 13 per cent rise in the overall profits

The actuarial valuation included a £143m transfer from realised appreciation within the investment reserve, including £30m (about 1 per cent of total liabilities) specifically reserved against future AIDS-related Profits from the pensions man-

agement subsidiary rose by nearly 39 per cent from £2.3m to £3.2m, but profits from the unit -assurance operation barely changed at £1.3m against £1.2m. The trust management com-

Mariey ...... Martin (Albert) .

Stanley (AG) ...... Son Life Assur. ... Tilbury Group .....

Maxwell Commun. fin
More O'Ferrall fin
More O'Ferrall fin
Morrison (Wm) fin
Norish fin
Ocean Transport fin
Quick (H&J) fin
Relyon Group fin
Spear (JW) fin
Standard Chart fin
Standard Chart fin
Standard Chart fin

Mr Peter Grant, chairman, spoke about the growth potential of Sun Life, including the opportunities offered in the European Community due to the 1992 single

Mr Grant told newspapers from the fund from £12.4m to recently that he had held talks £14m, while policyholders about joint ventures with foreign received a record £142.1m distri-insurers including UAP of France and Equitable Life of the US.

elaborate on separate talks he said were being held with the group's largest shareholder, TransAflantic Holdings.

pany's profits almost doubled where the financial services mar-from £1.3m to £2.5m following a ket was still under developed.

**DIVIDENDS ANNOUNCED** 

**May 27** 

June 1

CONTINENTAL ILLINOIS OVERSEAS FINANCE

CORPORATION N.V.

(Incorporated with limited liability in the Netherlands Antilles)

GUARANTEED FLOATING RATE SUBORDINATED NOTES DUE 1994 Guaranteed on a Subordinated basis by

🎉 Continental Illinois Corporation

incorporated with limited liability in Delaware, USA)

accordance with the provisions of the Notes and the

In accordance with the provisions of the Notes and the Reference Agency Agreement between Continental Illinois Overseas Finance Corporation N.V. and Citibank, N.A., dated June 24, 1982, notice is hereby given that the Rate of Interest has been fixed at 7-125% p.a. and that the interest payable on the relevant Interest Payment Date, June 30, 1988, against Coupon No. 24 will be U.S.\$180-10 in respect of U.S.\$10,000 nominal amount of the Notes.

March 31, 1988, London
By: Citibank, N.A. (CSSI Dept.), Agent Bank

CTIBANCO

American Express Bank Ltd.

U.S. \$100,000,000

Floating Rate Subordinated Capital Notes Due 1997

Notice is hereby given that the Rote of Interest has been fixed at 7.0625% and that the interest payable in respect of U.S. \$10,000 principal amount of Notes for the period March 31, 1988 to June 30, 1988 will be US\$178.52.

CITIBANCO

March 31, 1998, Landon By: Citibank, N.A. (CSSI Dept.), Agent Bank

ers' funds dropped only five per were traded yesterday, and the that the sector's historical record cent to £1.09bn over the year, and apathy was understandable. It is of low rates of return on equity GRE made a net underwriting true that with the exception of still leaves it with a lot of catchloss of only £11m on UK non-life heavy losses on UK professional ing up to do.

Yesterday, however, he declined to discuss the state of negotiations or name the EC companies with whom he was in discussions. Neither would he

But he said the group's exper-tise in product design, marketing and its investment track record would stand it in good stead in developments in those countries

Mr Grant should make up his

mind whether anything is really going to come of his joint venture talks with foreign insurers this side of the 21st century. His refusal yesterday to provide any details merely adds to the uncertainties that surround Sun Life.
True, its profit growth and dividend increase was in line with
market expectations and the
share price, up 3p at, 1068p, is
now looking to future propects of the group. The group has no qualms about this year, considering that the pension sales in the new environment will more than offset a decline in profits from both retail and wholesale fund management operations arising from the dull stockmarkets post—October. But there are many -October. But there are many question marks over the pensions market, with the Inland Revenue putting every obstacle in the way of company money purchase schemes (Sun Life's chosen mar-keting thrust), and over Sun Life's ability to maintain the past five years' dividend growth.

## **Coates Bros** up 53% to

near £22m A broad-based improvement across the group substantially lifted 1987 taxable profits at printing inks and supplies for the printing industry, synthetic res

Profits were raised 53 per cent to £21.89m (£14.27m) on turnover up to £209.41m (£194.42m). After tax of £8.5m (£6.05m)

earnings moved up to 31.95p (19.44p). A second interim of 5.5p was announced in January, making a total for the year of 7.7p (5.7p).

The share of profits of related companies came out at £1.5m (£246,000), of which Prisma of Spain and Coates Italia contributed £1.2m.

Coates completed in February the acquisition of Lorilleux Inter-national, a European manufac-Dividends shown pence per share net except where otherwise stated. "Equivalent after allowing for scrip issue. "On capital increased by rights and/or acquisition issues. §USM stock. §Unquoted stock. Third market. • Carries scrip option. • Irish currency throughout. turer of printing inks.

> Wells Fargo International Financing Corporation N.V. U.S. \$50,000,000 Guaranteed Floating

Rate Subordinated Notes duc 1996 In accordance with the rovisions of the Notes, notice is hereby given that for the Interest Sub-period 31st March, 1988 to

29th April, 1988 the Notes will carry an Interest Rate of 7% per annum. The Interest accrued for the above period will amount to US\$56-39 and total interest payable per Note on 29th April, 1988 will be

US\$177-48. Agent Bank: Morgan Guaranty Trust Company of New York

HMC MORTGAGE NOTES 1 PLC

£150,000,000 Mortgage Backed Floating Rate Notes June 2017

For the interest period 30th March, 1988 to 30th June, 1988 the Notes will bear interest at 9% per annum. Interest payable on 30th June, 1988 vill amount to £262.30 per £100,000

## **Blue Arrow** seeks ADR listing on NY market

By Philip Coggan

Blue Arrow has applied to have its American Depository Receipts listed on the New York Stock Exchange - as had been indicated by Mr Tony Berry, the chairman, at the annual meeting earlier this

However, the listing was not accompanied by the sale of any of County NatWest's 9.4 per cent holding. The County stake, acquired after the bank backed Blue Arrow's successful \$1.3bn bid for Manpower, is widely perceived to be "hang-ing over" the stock's progress.

County had to make a \$49m provision for the fall in value of its Blue Arrow stake follow-ing the stock market crash. But the bank said yesterday it had no immediate plans to sell its holding.

## Mowlem purchase

John Mowlem is buying Wainwright and Gibson, a Merseyside-based electrical engineering contractor with special skills in instrumenta-tion engineering and program-mable logic control systems, for 24.6m in cash and shares.

## **Bluebird Toys**

Bluebird Toys has agreed to acquire Merit Toys, a well-known manufacturer of toys, games and science kits, for £1.67m with a vendor plac-ing of shares. At the same time, Bluebird is issuing a fur-ther 142,857 shares to raise £400,600.

Merit, with major character licences including Thomas the Tank Engine and Postman Pat. produced pre-tax profits last year of £276,000 on sales of

## Norton Opax buy

Norton Opax, printing group, is buying the specialist and commercial printing operations of Printpac in New Zealand for NZS21m (E7.5m). Zealand for NZEEIM (E7.5m). The company is a 50/50 joint venture between Brierley investments and Carter Holt Harvey and the part being acquired is forecast to produce profits before interest and tax of NZ\$4.5m (£1.6m) in the year to March 31.

# **Boddington** profit remains static in declining market

year to January 2 1988 - just Mr Boddington. marginally up on last time's

£14.42m. Earnings per share rose from 9.89p to 10.51p.

Turnover increased from 587.24m to £91.20m. "The north-west market is still in decline but the signs are that the decline is slowing," said Mr Ewart Bodding-

ton, chairman.
The collapse of the traditional heavy manufacturing industries

DECLINING volumes, a changing further into catering and planned customer profile and reorganisation costs held profits of Bodtion costs held profits of Bodtion Group, the Manchesterbased brewer, to £14.46m for the
based brewer, to £14.46m for the

Beer production was being rationalised with the closure of the Oldham brewery, and distribution has been contracted out to

The tax charge was £3.69m (£4.53m). A final dividend of 2.5p was recommended, making a total 3.97p for the year (3.7p).

## comment

heavy manufacturing industries in the north-west had taken traditional ale drinkers with it. Lager now accounted for 23 per cent of Boddington's volume — 9 per than the City expected after the disappointing first half and cent up; mild took 12 per cent, stout 2 per cent, and bitter the balance.

The company has 180 managed houses, 310 tenanted and 25 where it manages the catering. A total of £3.5m was spent on refurched to the control of £3.5m total of £3.5m was spent on refurciosure will certainly do. The hishing and improving catering past year has been one of heavy facilities in the year and the cominvestment in future expansion. facilities in the year and the company plans to spent an additional fam in 1988.

Property disposals contributed \$1.09m (£1.37m). An extraordinary debit of £3.3m (£229,000 credit) was due to costs of closing the bottling operations in Liverpool and the disposal of Whynot Wine Warehouses last autumn.

The company was expanding investment in future expansion, investment in future expansion, away from the core brewing business into the retail catering and hotel side. After its heavy growth in the 1973s the company rested on its laurels somewhat, and has a lot of catching up to do. It is certainly on the right path, but the jury is still out. At £16m for this year, the prospective p/e is about 12.5, not cheap.

## **Ealing Electro profits fall** after second half loss

BY PHILIP COGGAN

of £210,000. In addition, the weakness of the US dollar knocked £340,000 off profits. The combined effect was a second half pre-tax loss of £381,000; the final dividend is being cut to 0.8p (1.5p), making a total of 1.5p (2.2p).

However, Mr Sandy Saunders, chairman, said that the year-end order book was at a record level and orders had increased in 1988.

Mr Saunders was part of an investment group, Sagemill, which moved into EEO last year. The group had initially planned there are currently no firm proposals being negotiated which require a further announcement.

SEP £2m rights

SEP findustrial Holdings, the engineering group, is raising 22m via a one-for-three rights issue of 2.33m shares at 30p per share.

The group had initially planned shares closed unchanged at 31p.

A SHARP downturn in the second half caused full year pre-tax profits at Ealing Electro-Optics, let crash ruined those plans and USM-quoted electrical equipment manufacturer, to slump to just manufacturer, to slump to just manufacturer, to slump to just who was briefly chief executive, has now left the board. Around E100,000 of extraordinary debits taken over helped the share price move up 8p to 51p yesterday.

Delays in manufacturing and a change in product mix caused a discussions with a number of

change in product mix caused a in discussions with a number of decline in gross profit margins and product rationalisation costs resulted in an exceptional debit a larger grouping. However, of \$210,000. In addition, the weak-

at yea

## CLEAR SIGNS OF A SOUND BUSINESS STRATEGY.

	1987 (£'000s)	1986 (£'000s)	
Turnover	91,203	87,242	+4.5%
Trading profit	16,138	15,175	+6.3%
Profit before tax and exception	als 13,645	13,123	+4.0%
Earnings per share after tax	11.63p	10.83p	+7.4%
Dividend per share	3.97p	3.70p	+7.3%

The year ended 2nd January 1988 saw good progress in difficult trading conditions, with profit before exceptional items increased by 5.0% to £13.7m over the comparable year in 1986.

A strong second half performance was reflected by important developments in the implementation of the Group's business strategy. The Group is now more broadly positioned in the retail, brewing and leisure industries, and poised for the future in each sector.



☐ Marketing expenditure to BODDINGTON S support all brands increased to £2 million. ☐ Beer distribution and warehousing successfully contracted out to TNT. \_ □ Brewing operations rationalised with

High level of investment sustained in retail estate. □ Continued expansion of catering activities:

13 Henry's Table outlets trading profitably, and six more will open in 1988.

□ Non-brewing activities including Ogden Wade and Village Leisure Hotels trading well. Annual General Meeting, Holiday Inn. Crowne Plaza, Peter Street, Manchester, 11.45 am Thursday 5th May 1988.

Copies of Annual Report can be obtained from: The Company Secretary, Strangeways Brewery, Manchester M60 3EL.

TABLE

James Capel & Co.

London EC2M 4LB

6 Devonshire Square

## **UK COMPANY NEWS**

David Lascelles takes a close look at the problems which have beset Standard Chartered

# Still many hazards on the road to recovery

STANDARD Chartered did not, as it turned out, become the first major UK bank in living memory to cut its dividend yesterday.

But that was not being read in the City as a sign that the group's well-known troubles are over. At best it means that Standard bas bit battom: the long trip cannot be seen to see the large of the long trip cannot be seen to see the first the long trip cannot be seen to see the long trip cannot be s over. At best it means that Stan-dard has hit bottom; the long trip back up to the surface still lies

Sir Peter Graham, the chairman, admitted that it was a tough decision: the bank can barely afford to pay a dividend at all, and there are a number of

technical reasonalike tax which make it specially costly. But the board felt sufficiently encouraged by the prospects for 1968 to give out a positive signal. The bad debts have been provided for, management is being beefed up, and a new strategy is

in place.
Although Standard Chartered's pre-tax loss of £274m looks unexceptional beside losses at Lloyds Bank of £248m and at Midland of £505m, its problems remain relatively much more severe because of the weakness of its balance sheet and the lack of solid core businesses like the clearers. All Standard's capital ratios

lag far behind the other banks'. At the end of last year the ratio of primary capital to total assets was 5 per cent, against 5.9 per cent for Barclays, the lowest of the Big Four, and well over 7 per receding threat of a renewed colonial times more than 100 standard books a lot of international business in London.

Standard books a lot of international business in London. Standard books a lot of international b

Part of this will come through profit retentions and a few minor disposals. But a rights issue of some £200m in the latter part of this year is now very much on the cards. Sir Peter insists that Standard

will be able to meet the new capital adequacy levels being set under international agreement by the Basic Committee by the middle of this year even though they do not come fully into force until 1992.

Standard Chartered's manage-ment is also being overhauled. The resignation earlier this month of Mr Michael McWilliam, team.

the chief executive, paves the A key figure in management is way for the arrival of Mr Rodney Mr Bill Brown who is in charge Galpin, the senior Bank of of the banking operations, and is England official who will become now chairman of a newly central-

way for the structure Galpin, the senior England official who will become executive chairman.

England official who will be executive chairman.

England official who will be executive chairman.

England official who will be executive chairman executive ch

DIVIDEND MAINTAINED DESPITE PRE-TAX DEFICIT OF \$274M

increase in the charge for bad debts in the Asia pacific region, notably Malaysia, and in Canada. The largest

in Canada. The largest regional contributor was the UK with £118m.

The exceptional items consisted mainly of a £520m charge against £2.5bm of loans to troubled countries. These brought provisions up to \$2 per cent on Standard's £1.7bm exposure to 28 developing countries, and 8 per cent on £739m of loans to four developed countries. including

Loan losses, provisions for doubtful debts and currency effects pushed Standard Char-tered into a pre-tax loss of 274m last year, compared to a profit of £254m the year before, writes David Lascelles, Banking Editor.

After tax and minorities, the loss was 2345m, down from a profit of 2151m.

The profit before exceptional items was £168m, down from £254m the previous year because of the rise of sterling against the currencies of countries where Standard does business.

oped countries, including South Africa where the provi-sion amounts to five per cent. and build up a fresh management ness," he said. He specially cited and developing foreign exchange Standard's strength in the "mid-dle market", its international disdle market", its international dis-tribution network, trade and proj-

> foreign exchange and bullion. But Standard's international network still has a sprawling colonial look to it, and a key goal coomai look to it, and a key goat is to build a stronger base in the UK. Although nearly half last year's profits came from the UK, this is partly because the regions fared badly, and partly because Standard books a lot of international business in London.

Except for South Africa, the provisions are at the high end of the Rank of England matrix, and are in line with provisions made at other clearing banks.

Other operating costs in the group declined. During the year, Standard realised some £250m from the sale of land, its South African interests and

Proceeds from the sale of its US husinesses are not included in the results, but will be added to the group's capital resources later this year. An unchanged dividend of

to get more desply into the retail banking business, though Sir Peter said Standard still nursed



would also reduce Standard's exposure to currency fluctuations which cut deep into operating

which cut deep may revenues last year.
But the task of getting Standard into better operational and financial shape could take years,
the presence of the "white its long-held ambition to team up financial shape could take years, with a building society. Character Trust, the group's finance squire" shareholders who reshouse, already supplied banking cued it from Lloyds makes management uneasy.

Aside from giving Standard a finner footing, a larger UK operation will also enable it to offset more foreign tax and improve its them own nearly 30 per cent, bottom line. "A pound earned "have been very supportive", bottom line. "A pound earned here is worth more than a pound though one effect of a rights earned abroad" said Sir Peter.

31st March 1988

Kleinwort Benson Limited

20 Fenchurch Street

London EC3P 3DB

## The United Mexican States US\$2,556,093,000

This notice is issued in compliance with the

requirements of the Council of The Stock Exchange.

**BURNETT & HALLAMSHIRE HOLDINGS PLC** 

(Registered in England No. 178633)

Listing of 1,467,999,862 ordinary shares of 1p each in connection with the proposals set out in the circular to shareholders dated 11th March 1988.

Application has been made to the Council of The Stock

Exchange for the above shares to be admitted to the

Listing particulars for the shares will be circulated in the Extel Statistical Services, and copies may also be obtained

during usual business hours on any weekday (Saturdays

and public holidays excepted) up to and including 14th April

**Burnett & Hallamshire Holdings Pic** Carlton House

**Carlton Road** 

Worksop

**Notts. S81 70F** 

and up to and including 6th April, for collection only, from

the Company Announcements Office, The Stock Exchange,

46 Finsbury Square, London EC2A 1DD.

Collateralized Floating Rate Bond Due 2008

In accordance with the terms and conditions of the Bonds, the rate of interest for the interest period March 30, 1988 to September 30, 1988 has been fixed at 811/16% per annum. Interest payable on September 30, 1988 will be US\$11,100.69 on each US\$250,000 principal amount of the Bonds.

Morgan Guaranty Trust Company of New York . London Branch

# More O'Ferrall rises to £7.1m

More O'Ferrall, the outdoor earnings showed an improvement advertising group, continued its of 5.8p at 18.8p per share. A final strong rate of growth through the dividend of 5.4p raises the total second half of 1987 and for the by 2p to 7.2p. year as a whole increased its profits before tax from £5.24m to

profits (g

previous £5.89m. Net interest payable was reduced to £582,000 will pay off if poster rates break
After tax of £2.87m (£1.98m) out of a five-year plateau. Its con-

After Superlite, Supersite. Mr Russell Gore-Andrews, the chairman, said the improvement was due primarily to growth in 36-foot poster sites. Each convertivo areas supported by capital investment of £5.2m.

In France the group reaped the benefits of its new national network, and improved its total site holding by some 11 per cent. In the UK the new Adshel Superlite hold fast to its rate card — which the low it was successfully was successfully specifies an 80 per cent premium. product was successfully specifies an 80 per cent premium launched.

Group turnover for 1987 rose from an adjusted £32.96m to nated bus shelter-size hoardings. 238.31m generating operating Demand has recovered, however,

using compenies have notified datas of leadings to the Stock Exchange. Such r, are usually held for the purpose of ing dividends. Official indications are table as to whether the dividends are or finals and the sub-divisions shows	Apr Approximation Apr Apr Apr Approximation International Apr Approximation Apr
re based making on last year's time-	City of Oxford Inv Tst
Blecheirs Exhibitions, Royal Trust Col- ns.	Devis (Godfrey) Apr Finley Packaging Ap Foliate Group Ap Holene of London Ap Highcroit investment Tat Ae Ac
Acom Computer, Season Group, Elya ion), NESY Computers, Senior Engineer- ievest,	Kielmwort Beneon Starting
PATENTE DATES	Assel Fund Ap Laporte Industrial Apr Lec Refrigaration Ap Métabo Ap Métabo Ap Métabo Ap
(A) Apr 6	Wayee Kerr As

# Trust raises stake in M&G

fidence in the medium is underlined by plans to increase capital
investment by 20 per cent this
year. On pre-tax profits of £8.5m,
the shares stand on a prospective
ple of \$2.5p. This is in line with
the sector, but a current yield of
firmed its support for the
growth to come — has its attractions.

BY MSCKI 121

This purchase takes the trust
stake to \$1.65 per cent, compared
with just under 31 per cent previously. It comes in the wake of
some steady stake-building by
Boar Corporation, the Australian
company headed by Mr Alan
Bond, during the past three
months. Bond's last reported
holding stood at \$2.25 per cent.

Just over 5 per cent of M&C's
shares are held by rival fund
management group, Britannia
at \$2.5 per cent. BY NEKKI TAIT

management group, Britannia Arrow, and small stakes of about

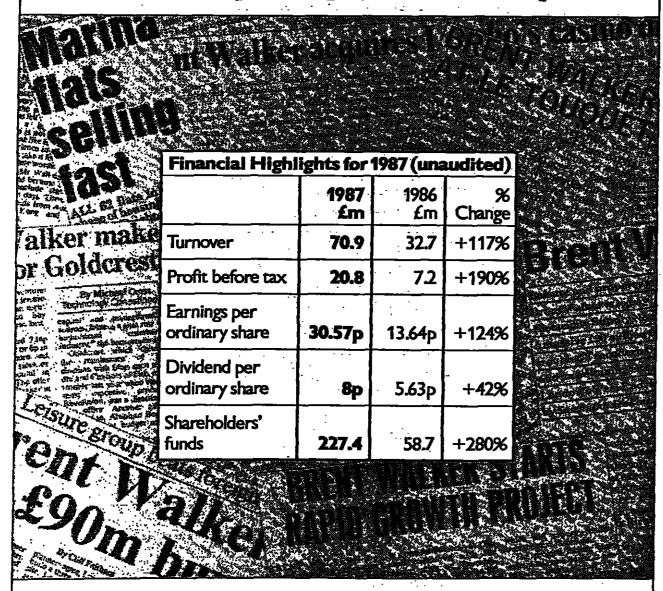
Arrow, and small stakes of about
1 per cent apiece belong to Sir
Ron Brierley and Mr Robert Maxwell. M&G has already made
clear its commitment to independence and does not welcome any
predatory interest. According to
the unit trust group, Mr Boad
has denied any intention of bidding, but has indicated that he
ines 16.41n (10.680) per share. ding, but has indicated that he would like a larger and closer final dividend of 3.25p (2.625p), interest in the company. making 4.9p (3.975p).

## U.S. \$500,000,000 CITICORP

(lecorporated in Delaware)
Subordinated Floating Rate Notes Due January 30, 1998 Notice is hereby given that the Rate of Interest has been fixed at 6.8875% and that the interest payable on the relevant interest Payment Date April 29, 1988 against Coupon No. 27 in respect of US\$10,000 nominal of the Notes will be US\$55.48. March 31, 1988, London
By: Citibank, N.A. (CSSI Dept.), Agent Bank

CITIBANCO

# Last year, our business performance was anything but leisurely.



As our latest financial results demonstrate, our approach to leisure is working, and working well.

1987 was a year of considerable acquisitions, most notably the Trocadero and Island Sites, the Le Touquet Leisure Development, the Metropole Group of Casinos, and the Puerto Sherry marina complex.

We also strengthened all aspects of our business, building on the previous year's successes. The results reflect this with a 117% increase in turnover, from £32.7 million to £70.9 million. Pre-tax profits have risen substantially by 190% to £20.8 million, with Earnings Per Share up from 13.64 pence to 30.57 pence, an increase of 124%.

And our balance sheet has been further strengthened, with shareholders' funds increased to £227.4 million.

This success places the Group in a sound position for the coming year; optimism that's reflected in our Chairman's statement: "I am pleased to report that the picture is becoming healthier month by month and year

full details of the Group's activities can be found in our Review of Operations, available from The Company Secretary, The Brent Walker Group PLC, Knightsbridge House, 197 Knightsbridge, London SW7 1RB.

Who said you can't mix business and pleasure.



# A year of overall progress

# Highlights of the Year

- ★ Record profits before and after tax
- ★ Improved underwriting result despite U.K. windstorm
- ★ Strong progress by Life Department
- ★ Dividend up by 20.6%

<b>Summary of Results</b>	1987	1986
Premiums –	£m	£m
short-term business	1,448.6	1,518.5
long-term business	693.2	<u>626.9</u>
-	2,141.8	2,145.4
Investment income	204.1	202.0
Underwriting results		
short-term business	(63.9)	(79.8)
long-term business	<u>24.8</u>	21.6
Profit before taxation	165.0	143.8
Taxation and minorities	57.3	42.1
Profit attributable		
to shareholders	107.7	101.7
Earnings per share	67.2p	63.6
Dividend per share	41.0 <sub>p</sub>	34.0p
Shareholders' funds	1,086.8m	£1,130.1r

Results by Te	Results by Territories (before taxation)											
	- Net Promises	1987 Underwiting Rosoti	Investment Income	Not. Pressure	1986 Clader switing Result	Investment Income						
	£m	£m	£m	£m	£m	£m						
Australia	72.3	(11.1)	14.4	88.2	(14.7)	15.7						
Canada	113.1	(7.5)	13.0	130.2	(10.1)	13.2						
Germany	231.7	(17.2)	27.9	243.3	(18.3)	27.2						
U.K.	595.2	(11.0)	92.0	563.5	(22.3)	83.4						
U.S.A.	114.8	1.2	14.8	160.3	(3.9)	19.2						
Miscellaneous	321.5	(18.3)	42.0	333.0	(10.5)	<u>43.3</u>						
	1,448.6	(63.9)	204.1	1,518.5	(79.8)	202.0						
•												

Ten Years of Progress



# **Guardian Royal Exchange**

Royal Exchange, London EC3V 3LS Service and protection - worldwide



# **US** video duplication deal boosts Rank shares

SHARES in Rank Organisation, already indicated that non-core the acquisition's US customer leisure and entertainments assets were likely to be sold to base will tallor nicely with its group, rose 12p to 697p yesterday reduce debts.

States which will give owners of the business for about the United States, which will give owners of the business for about British company to offer a global with the true of the states.

tion operations owned jointly by available. However, Mr Michael Anhert Enterprises, a leading Bell & Howell, the US educational publisher and information said yesterday that it accounts Although the details have yet to services concern. Columbia Picfor about one-third of the US be unveiled, the feeling amongst tures Entertainment, and Para- video duplication market -

tory approvals. According to Europe, and the two operations Rank, the likely consideration — together will produce some 70m cash plus the additional debt cassettes out of the worldwide which it assumes as a result of total of 190m. the deal – will be around the Long-term contracts with Col-\$120m-mark Long-term contracts with Col-umbia and Paramount would

The deal came to light as a remain in place after the deal, result of papers filed with the US added Mr Gifford. He also preauthorities on Tuesday by Bell & dicted strong growth for the US Howell, which is currently subbusiness; the market, he pointed ject to a \$678m leveraged buyout. As a result of that deal, the buy- is forecast to double again in out group — led by members of another four/five years. the Texan Bass family — has In addition, Rank believes that

wassness worldwide.

Hank said that agreement has been reached in principle for the acquisition of the video duality.

No sales or profit flowers to offer a global service.

This will be the second significant to offer a global service.

This will be the second significant to offer a global service.

This will be the second significant to offer a global service.

mount Pictures Corporation, part which, at present, totals about of the Gulf & Western group. 117m video cassettes a year.

Tilbury

1987

Pre-tax profit up 68%

Earnings per share up 48%

Dividend per share up 35%

Sound liquidity

Future viewed with confidence

announced the \$180m purchase of analysts yesterday was that it would be unlikely to produce any of the Gulf & Western group.

117m video cassettes a year.

The purchase is still subject to

Rank already operates the largeby being bought on an earnings contract and appropriate regulaest video duplication business in multiple in "the low teens".

## Arcolectric surges

Pre-tax profits surged at Arcolec-tric Holdings for 1987 from £245,449 to £612,432 on turnover ahead from £7.1m to £8.89m. The directors recommend final dividend of 0.46p, making a total of 0.88p (0.72p). Earnings per share surged to 6.19p (2.36p).

## **Stanley** expands by 64% to £5.28m

A G Stanley Holdings, the acquisitive Fads and Decor 8 decorative products retail chain, yesterday reported a 64 per cent expansion in taxable profits to £5.28m in the 12 months to January 3 1988. The increase was achieved despite poor retail sales during the summer months according to Mr Malcolm Stanley, chairman. He stated, bowever, that the group's wallpaper mill again made an increased con-tribution to profits and also increased sales to outside cus-

tomers both in the UK and The purchase of Jacon Group last August for £26.5m brought another 179 outlets into the group. During the year, Jacoa made profits of £2.65m, although £1.07m of this amount was pre-acquisi-tion and therefore not consoli-

tion and therefore not consoli-dated in group profits. Since the year-end, Stanley has acquired the 129 outlet-strong Home Charm chain from Harris Queensway – a move which strengthened the group's presence in Scotland and the north of England. Mr Stanley said that integration of stores from both Jacon and Home Charm was progressing satisfactorily. Current trading showed an 11.5 per cent sales increase over 1986 and gross margins had also improved, he

added.
Turnover for 1987-88 rose from £64.64m to £83.84m.
After tax of £1.94m (£1.22m), earnings per 5p share increased by 47 per cent from 7.52p to 11.04p.

A final dividend of 2.1p is recommended, making 3.75p (3.25p) for the year.

## Tadpole Technology profit surge

Tadpole Technology, designer and developer of processing systems for the electronics, computing and office automation industries, raised its 1987 pre-tax profits from £72,806 to £348,257. Turnover more than doubled to £2.56m.

The directors expect the rate of growth to continue through 1988.

Mr Bob Gilkes, chairman, Mr 600 Glikes, chairman, said the company was planning to acquire the outstanding 64 per cent of Tadpole Technology Inc., its Californian distributor, and was also making a £500,000 cash call partly to fund its international

Tadpole Technology was founded in 1984. Its shares are traded on the over the counter

## Renwick rises

Pre-tax profits of Renwick Group rose from 24.11m to 25.38m on turnover up from 232.31m to 241.5m for 1987. Earnings per share 32.2p (26.6p). There is no ordinary dividend.

# Marley's recovery continues and year-end profits soar 62%

It also declared a new strategic

Last year's taxable profits advanced by £21m to £55m, operating profits by £19m to £61m. secured a £7.5m profit on the disturnover edged up by only two per cent to £566m, and earnings Poole, Dorset. He said that propper share moved from 8.8p to

During 1987, Marley bought Nottingham Brick for £41m, and two smaller companies for a total of £10m. It also disposed of three companies, giving rise to an 5p. extraordinary profit of 19.35m.

Acquisition accounted for nine and a half months, Nottingham

Mr George Russell, chief execuobjective, having completed the tive, said that conditions in the reorientation of its business UK housing market had been and towards building materials. Marwould continue to be buoyant. He ley intends to double the size of asserted that the company's US its automotive components activinterests, which accounted for files - currently 10 per cent of £10m of operating profits, would turnover - within the next three remain invulnerable to the downturn in US housing starts.

> erty profits of this order of mag-nitude could be expected over the After a final dividend of 3.35p per share, the final payout for

He revealed that in January

1987 will be 22 per cent ahead at comment

Marley, tile and brick manuface Brick contributed some £3m to its torrid past. A judicious turer, yesterday furnished furthe pre-tax figure. Profits include reshuffling of its businesses over ther evidence of its recovery with a full year's contribution from the announcement of a 62 per the two major acquisitions in strongish balance sheet (gearing cent increase in 1987 pre-tax profits.

Shale. from 7.5 to 10.7 per cent last year) and a confident approach to the future. The current year is fall in the form of a tile-denuding

hurricane, but the UK construc-tion materials market seems set to remain vigorous. The US is a different matter: however ingenious the chief executive's arguments, demand for General Shale's bricks seems set to contract as the number of housing starts declines. Taking into account property profits, Marley should make £72.5m, putting the shares on a prospective p/e of 8½.
About a point below the sector: a
discount likely to be eliminated
only as Mr Russell shows an ability to manage growth (particu-

larly in the automotive sector) as

well as recovery and restructur

Marley has clearly shrugged off ing.

# Margin rise helps Wm Morrison to £25.73m

Wm Morrison Supermarkets increased its turnover from £423.31m to £482.11m during the year to end-January and for the period saw its profits improve by a little over 21 per cent to £25.73m pre-tax.

Of the 14 per cent advance in turnover, which excluded VAT of £31.98m, new stores accounted for 7 per cent of the increase and inflation for 2.6

Earnings worked through at 17.16p (14.37p), after tax of 58.86m (£7.86m), and a final dividend of 1.5p raises the total by 0.4p to 2p per 10p

The directors said the Bradford-based group was well advanced in its major expansion programme and added that as a result of the successful £46.7m preference share issue last year had access to adequate funds to continue its

growth.
Currently, sales were running some 23 per cent in excess of last year.
At year-end the group operated 38 stores and planned to be operating 43 by the end of 1988 with an average 32 000 so 1988 with an average 32,000 sq

NOTICE TO HOLDERS

OF DANISH BEARER

SHARES IN THE GN GREAT NORDIC

LIMITED, (FORMERLY

KNOWN AS THE GREAT NORTHERN TELEGRAPH CO LTD), AND GN GREAT NORDIC HOLDING LIMITED (FORMERLY

KNOWN AS GREAT NORTHERN TELEGRAPH

COMPANY LTD).

Attention is drawn to changes taking place in the Danish capital market. From 5th April 1980 all Danish shares will be electronically recorded and centrally registered on The Viscrdipapproantitalen (VP) through the medium of a Danish Bank or stockbroker and holdings will no longer be uvidenced in stare certificates. After this date, dividends will be paid and bonus shares and subscription rights will be allocated only via the new VP system.

In order to nontext their interests, hol-

# Tilbury profits rise to £9m

construction and property concern, continued to make strong progress through the second six months of 1987 and for the year as a whole raised its profits from \$5.28m to \$8.89m at the pre-tax

Turnover rose from £108.4m to £140.18m and the directors said \$140.18m and the directors said that currently, demand was buoyant. They added that the benefits of acquisitions in properties made during the year had yet to show through.

By division profits broke down as to construction \$4.25m (\$2.5m), property \$5.42m (\$2.17m), manufacturing \$150.000 (\$552.000) and

parent company loss £350,000

£2.8m (£1.83m). Extraordinary Credits totalled £3.93m (£6.68m). Earnings per 25p share amounted to 30.7p (20.8p) and a final dividend of 7p lifts the total from 6.8p to 9.2p.

comment

By emphasising specialist higher-margin work such as pil-ing, Tilbury has taken the right course for a medium-sized con-tractor which otherwise might find itself squeezed between the cost advantages of the two extremes. This should continue extremes. This should continue than 8 per cent, but it is too early mader the new generation of top to expect a renewal of bid fever.

build more houses in south-east and south-west England. Tilbury and south-west England. Tilbury will get the first benefit of the Portal acquisition this year with the completion of the next phase of retail redevelopment of the former Courtaulds factory site in Aintree, Liverpool. Assuming pre-tax profits of £12m, the shares stand on a prospective p/c 8.4. Govett Strategic Investment Trust's dismosal of its 20.3 ment Trust's disposal of its 20.3 per cent Tilbury stake in Decem-ber 1986 sparked six months of takeover speculation after which Raine Industries finally went

# A.Martin up 18% despite knitwear loss

Albert Martin Holdings, the clothing group, yesterday announced an 18 per cent increase in pre-tax profits to eximple the control of the cont The group fared well with its underwear and leisurewear manufacturing in the UK, but sustained a loss in its knitwear busi-

Earnings per share for 1987 rose to 12p (11.9p). The board pro-poses to pay a final dividend of 2.8p making 4.2p (3.9p) for the full

ear. The only area of difficulty in

**Pension Fund Investment** 

The Financial Times proposes to publish a Survey on the above on

Thurs 21st April 1988

David Owen

on 01-248-8000 ext 3300

London ECAP 4BY.

FINANCIAL TIMES

es House, 10 Camon Street

For a full editorial synopsis and details of available advertise

ised so that its activities will be affected by the decline of the directed towards supplying UK Hong Kong dollar which multiple retailers, rather than its restricted the profits growth of traditional US customers. Costs its Far Eastern plants, which have been cut and capacity manufacture women's and girl's reduced by a fifth. Albert Martin plans to source knitwear overseas to supplement its UK output.

The leavest the group houselt a growth part of the decline of the directed by the decline of the marting up to the directed by the decline of the marting up to the directed by the decline of the marting up to the directed by the directed the profits growth of the directed the profits growth of the directed the profits growth of the directed by a fifth Albert Martin plants to source knitwear overseas to supplement its UK output to the directed by the directed

In January the group bought a and on a new plant in Dubai.

dyeing and finishing plant in Mr Michael Kidd, chairman,
Derbyshire it is now investing in said that the group is now runnew machinery for the plant. It is ning at full capacity and that he
also spending 2500,000 on the was "very happy" with the pace
expansion of its knitweer and leiof trading so far in 1988.

only via the new VP system.
In order to protect their interests, holders of the above Bearer shares should promptly arrange for the registration of their holdings. This may be effected by depositing the Bearer share certificates, (with all immatured coupons and alon attached), directly with a Danish Beart or stockbroker or through a UK Bank, broker or market maker who main will use their own Danish Agent The Bearer shares should be accompanied by a letter detailing the full name and address of the holder(s) for account registration purposes. Privatbanken AS Copenhagen has indicated its willnegness to act as the Danish intermediary if required. It will now no longer be possible to settle transactions in these bearer shares on any stock exchange. states on any sock exercises.

Bearer share certificates will remain valid until 5th April 1993 and upon having given a further six months notice, the relevant shares will be sold and the proceeds held for a further five

> led to receive their share of the teds of sale. After the expiration of the above period any sums remaining outstanding will revert to the re-

Hambros Bank Limited

Turnover

Dividends

Profit before tax

Earnings per share

Net tangible assets

Profit after tax

## Deutsche Bank

A copy of the preliminary announcement may be obtained on request from:

The Group Secretary

Tilbury Group Plc, Tilbury House, Rusper Road, Horsham,

West Sussex RH12 4BB

Aktiengesellschaft

(Incorporated in the Federal Republic of Germany with limited liability)

140,148

8,885

6,087

1,843

30.7p

Frankfurt am Main

We are convening our Ordinary General Meeting this year on Wednesday. May 11, 1988, 10.00 a.m. in the Stadthalle Düsseldorf, Fischerstrasse 20, Düsseldorf.

£000's

5,276

3,447

1,252

29,234

20.8p

108,402

## Agenda:

1. Presentation of the established Annual Statement of Accounts and the Management Report for the 1987 financial year with the Report of the Supervisory Board Presentation of the Consolidated Statement of Accounts and the Report of the Group for the 1987 financial year

2. Resolution on the appropriation of profits 3. Ratification of the acts of management of the Board of Managing

Directors for the 1987 financial year 4. Ratification of the acts of management of the Supervisory Board for

the 1987 financial year 5. Election of the auditor for the 1988 financial year

6. Election of the Supervisory Board

7. Authorization to issue bonds with stock warrants, to create conditional capital and to amend the Articles of Association

8. Authorized capital

Shareholders entitled to participate in the General Meeting and to exercise their right to vote are those who have deposited their shares during normal office hours and in the prescribed form at a depositary bank until the end of the General Meeting. Depositary banks are those specified in the Bundesanzeiger of the Federal Republic of Germany No.

62 of March 30, 1988.

Depositary banks in the United Kingdom are:

Deutsche Bank AG. London Branch, 6. Bishopsgate.

London EC2P 2AT Midland Bank plc,

International Division, Securities Department, St. Magnus House, 5th Floor, 3 Lower Thames Street. London EC3R 6HA

Shares shall only be deemed deposited if they are lodged by May 4. 1988, at the latest, with either of the aforementioned depositary banks or with any other authorized depositaries in the United Kingdom. In the United Kingdom entrance cards or forms of proxy will be issued by the aforementioned offices of Deutsche Bank AG or Midland Bank pic to whom application should be made.

With regard to the exercise of voting rights we wish to draw your attention to § 18 (1) of our Articles of Association:

"The voting right of each share corresponds to its nominal amount. If a shareholder owns shares in a total nominal amount exceeding 5% of the share capital, his voting rights are restricted to the number of votes carried by shares with a total nominal amount of 5 % of the share capital. Shares held for account of a shareholder by a third person shall be added to the shares owned by such shareholder. If an enterprise is a shareholder, the shares owned by it shall include any shares which are held by another enterprise controlling, controlled by or affiliated within a group with such enterprise, or which are held by a third person for account of such enterprises."

The 5% of share capital mentioned in § 18 (1) at present corresponds to a nominal amount of DM 88,631,565 = 1,772,631 shares of DM 50 par

Copies of the Annual Report as well as the complete wording of the Agenda will be available at the aforementioned banks on or about April 20, 1988.

Frankfurt am Main, March 1988

The Board of Managing Directors



**London and Manchester** (Mortgages) (No.2) Limited

£149,250,000 **Medium Term Loan Facility** 

Arranged by

Dresdner Bank Aktiengesellschaft London Branch

Subordinated debt of £6,750,000 Provided by

Dresdner Bank Aktiengesellschaft London Branch

Senior debt of £142,500,000

Provided by

Union Bank of Switzerland The industrial Bank of Japan, Limited

Dresdner Bank Aktiengesellschaft London Branch Banco di Roma ... London Branch

Postipankki -

Creditanstalt-Bankverein National Australia Bank Ltd National Westminster Bank PLC The Saitama Bank, Ltd. The Tokai Bank, Limited

The Taiyo Kobe Bank, Limited

-Agent Bank

Dresdner Bank Aktiengesellschaft London Branch



March 1988

Vlargin rig Helps Wm Morrison

# Portals sees profits drop for first time in 19 years

Holdings, papermaking and water treatment company, for the

first time in 19 years.

The group made £21.1m before tax in the year to December 31, 16 per cent down on profits of 125.05m in 1986. Turnover fell to \$200.01m (£212.79m) and earnings per share decreased from 27.79p to 25.56p.

Mr Julian Sheffield, chairman, said that earlier cutbacks in the number of machines and staff working at the Overton Mill plant were reversed in the second half, as demand for watermarked and threaded paper increased.

Full capacity was restored by

Mr Sheffield said Portals Noped to reduce its dependence on large contracts for the water trestment division, where trading profits dropped to 25.29m (27.5a), by developing sales for standard plant and products.

Portals signalled its confidence in the future by recommending a final dividend of 6.2p; making 9.1p (8.5p) for the year.

These figures were slightly worse than expected and Portals shares shed 3p to close at 200p

A FIRST half drop in orders for the end of 1987, but the paper last night, a total drop of more banknote paper and delays in making division's trading profits than 30p in the past fortnight water treatment contracts combined to cut profits at Portals 57.98m (£12.5m) on turnover of water treatment will remain the Broth final force of the paper. although some worthwhile diversification is in progress. Water to December 31 it treatment — once earmarked for 23.16m to £6.35m. sale - is likely to stay depressed. despite the group's determination to alter the balance of its activities, but papermaking should have a smoother ride and Portals have a smoother ride and Portals is investing £11m in new machinery at Overton Mill, to be installed by 1969. Pre-tax profits that many would not break down electronics industry thanks to its ery at Overton Mill, to be installed by 1989. Pre-tax profits this year may top £25m, restoring some of Portals' pride. Bid hopes, founded on Sir Ron Brierley's 3.4 per cent stake in the company, continue to hold the share price up, and a prospective p/e of about 10 still looks expansive.

H & J Quick sharply higher

SHARPLY higher profits were doubled to 8p on the enlarged returned by the H & J Quick share capital via sfinal of 6.25p Group for 1987, a performance and a one-for-one scrip issue is which Mr Norman Quick, chairman, said more than justified the strategic decisions taken in the Gearing at year-end had been reduced from 78 per cent to 8 per cent. The \$2.1m raised by last summer's rights issue was still intact and the directors considered that the money could be used in diversifying into other marques and motor trade businesses.

# strategic decisions taken in the mid-1980s. The year saw turnover pushed ahead from £119.58m to new and used has margins on the first saw turnover and used has margins on the first saw turnover of the Gibbs and Dandy over £1m

Gibbs and Dandy, Luton-based builders' merchant, benefited from \$808.00 to \$1.04m Turnover rose by 15 er cent from \$19.56m said continuing control of overbears in the construction industry, and achieved record pre-tax profits.

Stated earnings per loop share improved from 5.8p to 7.6p, and the final dividend of 1.6p is sightly more than foremating cash flow — also assisted net profitability.

Mr John Dandy, the chairman, said continuing control of overbears helped improve operating margins from 4.75 per cent to 5 per cent, while a reduction in interest charges — due to reduced rates and improved operating cash flow — also assisted net profitability. per cent, while a reduction in interest charges — due to reduced rates and improved operating cash flow — also assisted net profitability.

**Holders** 

Technology

for the USM

with £4m tag

Holders Technology, a dis-tributor of specialist products used in the manufacture of printed circuit boards, is join-ing the Unlisted Securities

Singer & Friedlander is plac-ing \$29,900 shares, 31 per cent of the equity, at 140p per

Holders was established in 1973 by its Austrien chairman, Mr Rudi Weinreich. It distributes high precision drills and other equipment made by West

other equipment made by wes-German and US manufacturers to companies mainly in Scot-

and and the North of England.

will be used to develop the group's business in West Ger-

a gross dividend yield of 5.7

per cent.

By Philip Coggan

## **British Syphon expands** by 55% to £4.28m

British Syphon Industries, centup at £138.23m (£118.12m)
Cheshire-based industrial group and the pre-tax result was after with manufacturing and mer-low interest charges of £2.43m chanting interests, lifted pre-tax (£25m).

Polythene, acquired last

profits 55 per cent from a restated \$2.77m to \$4.28m in 1987.

The directors are recommending a final dividend of 2.66p (233p) for a total ahead from 4p to 4.5p. Earnings per 20p share came out at 10p (7.9p).

Sales for the period were 20 period share share came out at 10p (7.9p).

Polythene, acquired last Sotember, achieved profits of \$257,000, the chairman said the forecast of £160,000.

Tax took £1.08m (2578,000) and minorities £30,000 (£3,000). There was a £807,000 extraordinary Sales for the period were 20 periodebit (£2.59m credit).

## M.Y.Holdings up 31%

M.Y. Holdings, a packaging ad consumer goods group, returned ger basis for future growth, both profits of £2.77m pre-tax for 157, an improvement of 31 per ent over the previous year's £2.12.

over the previous year's £2.1m.
Turnover advanced for £37.13m. Tax accounted for £342.000 (£77.000) and from earnings of 5.22p £94p) shareholders are to recive a total dividend of 1.5n (1.2n) the

Scrabbled JW Spear down 26%

total dividend of 1.5p (1.2p), the final being 1.05p.

Mr. Paul Marks, chairmo, said

M.Y. had experienced encouraging demand for its products in the early part of the current year.

# Gross margins are quite high (30 per cent last year) because of the specialist nature of the equipment.

Reduced sales and aderse currency movements resuled in J W board game.

Spear & Sons, gams and toy Turnover for the period fell spear & sons, gams and toy numover for the period fell manufacturer, reporng pre-tax from £9.92m to £9.63m. After tax profits of £380,000 fr 1987 - a of £150,000 (£215,000), earnings

15t' May, 1989, bearing the following distinctive number

Pre-tax profits have risen from 2312,600 in the year to November 30, 1985 to £502,000 last year, putting the shares on a historic p/e of 11.5.

The directors are forecasting

reduction of 26 per sent on the previous year.

The outcome wasalso affected by the costs of a major face-lift tained single dividend of 6p.

NOTICE OF REDEMPTION TO HOLDERS OF

NORGES KOMMUNALBANK

Kuwaiti Dinars 12,000,000

7½ per cent. Guaranteed Bonds due 1989

## for AB Electronics BY PHILIP COGGAN DOUBLED interim pre-tax profits at AB Electronics helped boost the South Wales-based company's

**Automotive boost** 

shares 35p to close at 413p yester-

per cent from £89.5m to £97.5m, pre-tax profits for the six months to December 31 1987 jumped from

Three of the company's five product groups performed particularly well. Work on a low curprofits by sector, but he said that the swing in automotive profits was "more than a million pounds."

During the year, AB acquired Piessey Comectors and Swansea Industrial Components. It has also entered into a joint venture

£782,000 (£901,000) and taxation of £2.26m (£1.21m), fully diluted earnings per share were 17p (9.2p). The interim dividend is

It has been rare, in recent years, for an electronics company to produce profits that far exceed continued to invest in new pla and equipment and its pers There were also strong performances from the assembly and components divisions. But the agrospace and defence group suffered from a slowdown in defence that the second half is traditionspending and the telecommunications group was affected by a depressed market place.

The stronger of the prospects for AB's full year figures look extremely good; \$15m pre-tax would put the shares at 413p on a prospective p/e of 10. That looks a modest rating since the comalso entered into a joint venture pany has managed to produce with an American company, these excellent figures despite Flexotronics and is setting up a the weakness of the defence and trading subsidiary in Japan.

## Turriff virtually doubled

eflected in the results for 1987, said Mr Astley Whittall, chair-

and marketing services, to unforeseen circumstances, increased by 93 per cent from they intend to maintain the divi-£1.25m to £2.41m on turnover dend on the enlarged capital.

THE restructuring that had been advanced 33 per cent from necessary at Turriff Corporation £53.22m to £70.82m. After tax of two years ago had been com5306,000 (£217,000) earnings were pletted with the benefits being increased by 45 per cent to 80.8p

man. The directors have recom-Pre-tax profit at the group, mended a final dividend of 6.7p which has interests in construc-tion, plant and equipment hire, have also recommended a one-maintenance, and information for five bonus issue and, subject and marketing services to unforcement given retained

MORE OFERRALL PLC

# ANOTHER RECORD YEAR

Turnover

UP 16% £38.3m

**UP 36%** Profit before tax

£7.12m Earnings per share UP 45% 18.8p

Ordinary dividend **UP 38%** 

7.2p

During the second half of 1987 we maintained the strong rate of growth in profits, which was shown in the first half, to achieve an increase of 36% over 1986 for the year as a whole. This was due primarily to the expansion of our French subsidiary. and the further development of our media in the UK.

The Group is continuing its growth, and benefiting from our marketing initiatives and investment programme. This year, we intend to increase the level of investment as the prospects for our advertising medium are positive.

> R W Gore-Andrews — Chairman enting on the results and outlook

For a copy of the Annual Report write to the Secretary, after 29th April, 19 Curzon Street, London W1Y 8RJ

**MORE O'FERRALL PLC** 

# A TRULY

# INTERNATIONAL



"1987 was a year of high activity across all divisions of the Company. Turnover was a record, several important acquisitions were concluded successfully..." "Exports were 69 per cent of total sales and at £2,801 million were also at a record level."

"Trading profits...reflect increased profits from the military aircraft, weapons and electronic systems and space and communications businesses but an increased loss from the civil aircraft business..."

(The) "Board has decided to make an exceptional provision of £320 million in these Accounts to cover the anticipated trading losses on civil aircraft orders and

"...we start 1988 in a strong trading position...The order book of £10,204 million at the end of 1987 was a record."

Professor Roland Smith Chairman

**RESULTS FOR 1987**+ 1987 1986 £m 4,075 3,137 Trading Profit before exceptional item 217 217 Trading Profit/(Loss) after exceptional item (103)217 Profit/(Loss) before taxation (159)182 Profit/(Loss) after taxation (110)128 Dividends per share 18.7p 17.4p

† Extract from preliminary announcement of results for 1987 based on audited accounts for the year to 31st December 1987.

BRITISH AEROSPACE

11 Strand, London WC2N 5JT

ent has been approved by the Board of Directors of British Aerospace. Such Directors of British Aerospace are the persons responsible for the information of their knowledge and belief (having taken all reasonable care to ensure that such is the case), the information contained in this advertisement is in accordance and does not omit anything likely to affect the import of such information. Each of such Directors accepts responsibility accordingly.

1xth Mandatory Redemption Due 15th May, 1988, Of Kuwaiti Dinars 2,000,000 NATICE IS HEREBY GIVEN that, pursuant to Condition 5(A) of the above-mentioned Bone, Kuwait Investment Company (S.A.K.), as Fiscal Agent, has drawn by lot, for redesption on 15th May, 1988, at 100% of the principal amount thereof through operation of the Sinking Fund, Kuwaiti Dinars 2,000,000 principal amount of said 71% Bonds due

04545-04630 02451-02545 04802-04865 02929-03000 09107-09195 03013-03087 05035-05113 09377-09467 09555-09654 03173-03241 05619-05709 09929-10000 06238-06327 03400-03484 03655-03737 03976-04046 06667-06744 10281-10371 07324-07422 11530-11626 04436-04525 11701-11795 08084-08146

the Bonds specified above will become due and payable in Kuwaiti Dinars at the offices of luwait Investment Company (S.A.K.), Mubarak Al-Kabir Street, Knwait City, State of Knwait, or, at the option of the bearer, but subject to applicable laws and regulations, at themain offices of Chibank, N.A., in London, Kredietbank S.A. Luzembourgeoise, in Luembourg and Westdeutsche Landesbank Girozentrale in Dusseldorf by cheque drawn on a luwaiti Dinar account, with, or by transfer to a Kuwaiti Dinar account maintained by the page with, a bank in Kuwaiti From, and after, 15th May, 1988, interest on the above mutioned Bonds will cease to accrue.

Bonds should be surrendered for payment together with all unmatured coupons apertaining thereto, failing which the face value of the missing unmatured coupons will be educted from the principal amount.

The aggregate principal amount of Bonds remaining outstanding after 15th May, 1988, ill be Kuwaiti Dinars 2,000,000.

KUWAIT INVESTMENT COMPANY (S.A.K.) on behalf of NORGES KOMMUNAL BANK

Dated: 31st March, 1988

and the second

# EC Farm Ministers agree moves to curb wine output

BY DAVID BUCHAN IN BRUSSELS

IN THE early hours of yesterday morning EC Agriculture Ministers agreed measures to curb the level of "normal", or human, wine output, thus completing the consumption (100m hectolitres range of "budget stabilisers" for last year), and orders the rest to virtually all key Community agricultural products.

sels Summit, where heads of gov-ernment merely pronounced should only be available for the themselves in favour of "deter first 10m bectolitres, and that rent prices" discouraging wine only 7.5 per cent should be paid growers from adding to the Com- for the remainder. The average of munity's chronic surplus.

At the February Summit and average distilling prices growers since stabilisers have been currently get on a comparable agreed for cereals, oil seeds, milk, harvest. sheepmeat, sugar, olive oil, tobacco, cotton, and fruit and vegetables. Following yesterday's breakthrough on wine, it is now non-producing countries, the possible that farm ministers can commission's proposal for a 20 sign the legal regulations on all per cent increase in premiums for these stabilisers at their next the grubbing up of vines promeeting in Luxembourg next duced schizophrenia on the part tory amounts (MCAs) for Greece

which 34m were distilled into of land too poor to grow anything industrial alcohol. A key feature of the new agreement effectively in the end, ministers agreed to mission to take a general step halves the price to be paid for increase premiums by 20 per cent this year towards the goal of wine for distilling.

be compulsorily distilled. At present growers get 50 per cent of the Lack of agreement on how to usual wine guide price for the drain the EC wine lake of excess first 12.5m hectolitres, and 40 per production had been the one cent for the rest. The farm counmajor hang-over from the Brus- cil yesterday decided that by 1991

this would be roughly half the

While the fight over distilling prices was a relatively straight tussle between producing and month. of some producers, notably Spain. alone.

The agreement on wine prowhile wanting higher premiums Mr
wides some hope for curbing what in general, they did not want agricu is the Community's largest surthem made too attractive to their this week that the Commission plus in relation to EC consumpown producers. Spain was worwas being discriminatory in not tion. Last year EC growers pro- ried that increased premiums duced 133.1m hectolitres, of could result in the desertification

Under the current system, the low-yielding land, to let member Commission decides each year states exempt up to 10 per cent of their potential wine growing land from the scheme, and to permit Spain to phase in the premium increases at a slower rate.

> A final point of compromise was to finance it all jointly out of EC agricultural guidance and guarantee funds. This annoyed various southern delegations, notably that of Portugal, which generally want the guidance fund reserved for other purposes. But Portugal was outvoted.

Once the stabilisers are agreed. the focus will switch to the 1988-89 price-fixing negotiations. These are not expected to get underway seriously until May, after the French presidential elections. Once they do, agri-mone-tary issues are likely to come to the fore, even though the Com-

Mr John Macgregor, the UK agriculture minister, complained was being discriminatory in not proposing a green pound cut for Britain, with the second highest level of negative MCAs behind

# Ivory Coast drops cocoa target

THE IVORY Coast, the world's largest producer of cocoa, is abandoning its long-held policy to increase Ivorian cocoa production to lm tons a year.

The change in cocca policy was announced yesterday by Mr Denis Bra Kanon, the Agriculture Minister, while on a tour of production areas. It is part of a new agricultural plan affecting both export commodities and food sta-

riles,
The change is in response to falling world cocoa prices, and comes shortly after talks between producing and consuming nations of the International Cocoa Organisation failed to agree on the establishment of mechanisms to keep prices from dropping. Market prices are now at their lowest level in more than

GILL & DUFFUS, the influential London trading house, has increased its estimate of the surplus of 1987/88 crop cocoa to 122,000 tonnes from the previous 77.000 tonne estimate made last November, writes

David Blackwell.
The firm's latest Cocoa Market Report puts total world stocks at the end of this season at 713.000 tonnes - enough for more than four months' grindings and more than for any year since 1964/65.

An understnading of the cur-rent low prices in the world market requires little more than a simple analysis of sup-ply and demand, says the

Coast's relatively low yield per hectare. Currently 1,400,000 hect-

The Ivory Coast produced about 580,090 tonnes of cocoa beans this season, but because of low prices has held back supplies from world markets since last June. Saddled with a long-standing policy of paying a guaranteed fixed price to farmers, it is currently losing more than US\$1 on each kilogram of cocoa sold.

Mr Bra Kanon said that from now on no more land would developed for cocoa production, although efforts would continue to accoa policy of paying a guaranteed from the guaranteed price system. It is speculated that this may be the guaranteed for what is potentially an although efforts would continue to country would continue to amount yet would continue to country would continue to cannot be appeared to cocoa production about 580,000 tonnes to developed. With 300,000 tonnes to developed. With 300,000 tonnes the developed. With 300,000 tonnes the developed. With 300,000 tonnes annual production, lvory Coast is the world's third largest coffee industry, in the future only the best lands would be developed. With 300,000 tonnes that the first metal the world's third largest coffee industry, in the future only the best lands would be developed. With 300,000 tonnes the world's third largest coffee industry, in the future only the best lands would be developed. With 300,000 tonnes the world's third largest coffee industry, in the future only the best lands would be developed. With 300,000 tonnes the world's third largest coffee industry, in the future only the best lands would be developed. With 300,000 tonnes the developed. With 30 to be made to raise the Ivory The Ivorian Agriculture Ministry's diversification effort.

Close Previo

COCOA Efforme

report. Although consumption has been strong in the last two years, with an estimated 3.6 per cent increase in grindings for this year, it has been unable to match what the report describes as "the remarkable growth in produc-

"Last year's severe drought seems to have had little effect on the Bahia main crop and the impact of this has to be added to rejuvenated production in Nigeria, another year of higher than expected Ivo-rian production and the persistent prospect of dramatic increases in output from Malaysia and Indonesia."

ter also announced that while the country would continue to

# Rustenburg to speed up platinum

Africa's largest platinum probe completed in 1991.

Dr Fred Roux, Rustenburg's general manager, said in Johanmine was expected to process only 50,000 tonnes month of ore a

month.

The new mine forms part of an overall consolidation of the Rustenburg group's mineral interests on the eastern limb of the Bushveld Igneous Complex and includes the proposed establish-ment of another mine within a few years and further expansion of the Atok platinum mine. Together the three developments are likely to add more than 300,000 ounces of platinum group metals to the amount mines each

year by Rustenburg.
Though Rustenburg will manage and establish the Maandag-shoek mine, it will be owned by Potgietersrust Platinum which in turn, will be equally owned by Rustenburg and Lebowa Platinum (Leplat), a Rustenburg off-shoot in which the Lebowa Government has an interest.

The consolidation involves acquisition and exchange of mineral and mining rights along the Merensky and UG2 reefs running west and south-east of Leplat's Atok mine and further south around the Maandagshoek farm. The transactions include plans to lift Atok's monthly ore process-ing rate to 70,000 tonnes within two years of the mine completing its current expansion to 50,000

bonnes a month. Yesterday Dr Roux said the mineral rights adjacent to Atok contained an estimated 200m tonnes of platinum-bearing ore at depths of less than 300 metres. A further 100m tonnes were estimated to exist at depths of less han 200 metres over mineral rights in Lebowa near the northeastern Transvaal town of Potgie-

Lefkochrysos, the platinum mine being established near the Transvaal town of Brits by the

tion should be straightforward. exports to "prescribed" markets, options than they presently ting panel.

# US grain reserve policy under fire

development under heavy congressional pres-sure to reschid a ruling which would send billions of bushels of By Jim Jones in farmer-owned surplus grain flow-ing out into the market place or into government hands this year. Members in both the House of ducer, is to accelerate the estab Representatives and the Senate lishment of a new platinum mine are prepared to act legislatively centred on the Maandagshoek unless the Secretary reverses a farm in the black homeland of ruling that the US Department of Lebowa. Work on the mine is Agriculture will no longer make scheduled to start this July and payments to farmers on a large proportion of grain held in the so-called farmer-owned grain reserve. The reserve is designed to hold grain until prices rise to specified levels, but under the nesburg yesterday the mine to hold grain until prices rise to would process 100,000 tonnes of ore a month to produce 190,000 ruling, farmers will be forced to troy ounces of platinum group sell their surpluses or turn them metals a year. Originally the new over to the Government no matover to the Government no mat-ter what the price..

Once in government hands, the grain can be used as bonuses paid to grain exporters as subsi-dies under the Export Enhancement Programme. The EEP pro-

MR RICHARD LYNG, the US US share of the world wheat mar-Agriculture Secretary, is coming ket from 29 per cent in 1985-88 to send the market up or, more typi-under heavy congressional pres-under heavy congressional pres-a projected 41 per cent in 1987-88. cally, down five, ten or 20 cents bushels this year, the largest a projected 41 per cent in 1987-88. cally, down five, ten or 20 cents

Congressman Byron Dorgan, a per bushel in a day.

North Delected 41 per cent in 1987-88. cally, down five, ten or 20 cents

bushels this year, the largest very on-year decline on record.

of maize would be released from wheat auctions." the reserves over the next several months, starting this month.

fitted only large producers and law must conduct its business grain companies. department's weekly grain auctions - which have put more than 300m bushels of wheat onto decisions out of the hands of the market since October - and

place." tratton in drive "USDA officials have told me off their and."

bushels of wheat and 3bn bushels objective with things like the Mr Hubert Humphrey, III, son

of the late vice president and congressional hearing last week nesota, accused the USDA of vio-for policies which witnesses said lating the law in order to keep depressed grain prices and benegraln prices low. The USDA by rain companies. "insofar as practical...within nor-Congressman Dorgan said the mal channels of trade."? Instead, said Mr Humphrey,

farmers and taking control of the farmers' reserve ruling repre-sent an attempt by the Depart-ment "to manipulate the market-attempt by the Reagan Administration to drive family farmers

before...that they simply try to So much government-owned follow the market, not lead it," grain has been auctioned and gramme has been used effectively he said. "But that's pretty hard used to find the export subsidy than by the department to boost the to believe when the USDA regu- scheme and other programmes says.

Congressman Byron Dorgan, a per bushel in a day.

North Dakota Democrat, said

The USDA seems to have
USDA officials told him that the
detided that low prices are good
new policy meant that 358m for farmers, and they pursue that grain, "the export recovery we are now experiencing would be

curtailed." Mr Lyng came under fire in a now attorney general of Minhow much of the grain in the angressional hearing last week nesota armeed the HERIA of the how much will be forfeited to the USDA in lieu of payment for government loans. Much depends on prices. But Mr Lyng has said that the Government expects "large quantities" of stocks to be turned

over.
The USDA wheat auctions have won the backing of Mr Michael West, chairman of the Kansas City Board of Trade, providing they are used as only a short-term measure to release stocks to the market in an

orderly fashion.
US wheat prices are still higher than in the rest of the world, he

Chris Sherwell on efforts to liberalise a costly marketing system

## Australia battles for wheat sales overhaul

tralia's highly regulated wheat extract a price premium purely handling and marketing arrange—through being sole seller. ments has entered a new phase following the publication of find-

ings by two key panels.
Fundamental reform is being considered because the present system's inefficiencies are costly

Although the panels' recom-mendations do not go as far as some have urged, they have also attracted complaints from bodies most affected. If implemented

closely the domestic and export marketing arrangements for the Australian wheat industry, along with the assistance which is given to wheat growers.

Its key recommendation was to

modify the powers of the Australian Wheat Board, the country's domestic and export marketing Under this, the Board would

**WORLD COMMODITIES PRICES** 

The change would mean private international traders could enter into direct arrangements their negoti with growers and market wheat share risks. without being dependent on the The second Wheat Board as the sole source

system's inefficiencies are today to wheat growers, who are facing of supply.

financial pressure from weak prices, reduced yields and tight export markets.

Their participation in exports is currently determined by the board. Under the new arrangements this acquisition power would not specifically be removed, but the board could only refuse to authorise sales in

st affected. It is an a may dustry overhaul for one of the vorld's top three wheat exportants.

The impact would also spread beyond Australia's wheat industry, bringing fundamental changes to the country's overnament's campaign for microecoment's campaign for microecoment's campaign for microecoment from the form the

It suggests changes to the to reflect the cost of the service advance payments system to the provided.

It says that the grain handling to the price authorities to the price authorities should be restructured to compete with private the private of the private o

THE BATTLE to liberalise Australia's highly regulated wheat handling and marketing arrange—defined as those where it can enjoy, the lAt says. They can although the Royal Commission is also careful not to stray cash, to store and sell later, to far into the territory covered by enter forward alling options or the IAC, its proposals plainly to form co-operatives to enhance hinge for their success on the their negotiating power and changes in marketing arrange-

The second parel's set of findings also points a benefits for growers, of around \$10 (£4) per tonne of grain, if it recommendations are adopted. The findings come from the Royal commission into grain storage, hadling and transport.

As with the IAC enclusions, the savings are to blachieved through the establishment of a more competitive environment,

the way the Wheat Board trades, storage and handling agents, that it adds that the board's obliga-road transport should be allowed tions to guarantee domestic to compete with a restructured wheat supplies should be rail system, and that the ports removed. Overall, growers would acquire though it mostly leaves dockside

ments proposed by the IAC.

This is not just because com-petitive purchasing and trading of wheat is clearly the linchpin for the whole system. It is also because implementation of the Royal Commission's recommen-dations depends on action by Australia's state governments which may be more difficult to secure than federal government action on the marketing regula-

Both the state governments and the federal government are now considering the findings of the Royal Commission and the IAC. The Royal Commission has urged that many of its specific proposals be adopted "immediately", but this seems unlikely to

The IAC's recommendations, too, have yet to produce a reac-tion from Canberra, but here time is more pressing because the current Wheat Marketing Ac-expires in June 1989. This means there is just 15 months for the Cabinet to form a view, to negotiate with interested parties and to rovided. https://doi.org/10.1001/j.chm.com/rovided. https://doi.org/10.1001/j.chm.com/rovided. https://doi.org/10.1001/j.chm.com/rovided. https://doi.org/10.1001/j.chm.com/rovided. https://doi.org/10.1001/j.chm.com/rovided.

> If the Government decides not to accept the IAC recommendaions, a major opportunity for undamental reform will have ten lost. But if it goes ahead, pressure will quickly be on state governments to respond the Royal Commission's resumendations.

## **LONDON MARKETS**

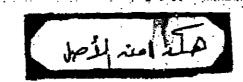
NICKEL PRICES continued their retrenchment on the LME yesterday, with three-month metal shedding \$635 a tonne to \$15.415. equivalent to \$6.99 a lb. ers said there was still a lot of potential investment profit-taking, and lurther downside correction was likely following the brief early morning declin to \$5.60 a lb. But Europe appeared to be holding off before the Easter holiday, dealers said. Fresh demand for the second quarter was expected to re-establish the bull tren-Aluminium prices were also easier, with dealers rejuctant to establish fresh positions before Easter. They are also waiting to hear from labour talks at Kaiser Aluminum's US smelters, where

labour contract expire	is today. In i	contrast
both zinc and copper	prices move	d ahead
on shortcovering. Mea	anwhile coffe	ee
prices closed down or	n the day all	er a
recovery from session	lows follow	ving a
firmer than expected :	performance	in the
US.		
SPOT MARKETS		
Crude of (per barrel FOB)		+ or -
Dubal Brent Blend	\$14 00-4 10w \$15 75-5 83y	+ 0 10 + 0 14
W T.I.(1 pm est)	\$17.15-7 20w	+0.05
Oil products (NWE prompt of	Helitagiy bet jos	me CIF) + or -
<del></del>		- 01 -
Premium Gasoline	\$167-199	
Gas Oil (Soviet) Heavy Fuel Oil	\$138-140 \$76-77	+ 1 + 1.5
Naphtha	\$142-145	+15
Petroleum Argus Estimates		• • •
Other		+ or -
	\$454.25	
Gold (per troy oz)	569t	-1.00
Platinum (per (roy 02)	\$519	+3
Palladium (per troy oz)	\$125 0	+ 7.5
Aluminium (free market)	\$2820	-75
Copper (US Producer)	1155 <sub>8</sub> -160	-112
Lead (US Producer)	35 Sc	-
Nickel (free market)	890c	+30
Tin (European free market)		+75
Tin (Kuala Lumbur market) Tin (New York)	17.38r 319.5c	+0.09
Zinc (Euro. Prod. Price)	\$950	
Zinc (US Prime Western)	51 4c	
Cattle (live weight)† Sheep (deed weight)†	109.64p 206.04p	
Pigs (live weight)	65.87p	
		<del></del> -
London daily sugar (raw) London daily sugar (white)	\$234,49 \$241.0s	-2,6 -1,5
Tate and Lyle export price	C232.5	-1.3 -2.0
Barley (English feed)	£106.75y	+0.75
Meize (US No. 3 yellow)	£134.0y	
Wheat (US Dark Northern)	£91.0s	
Rubber (spot) *		-0.25
Rubber (May) 🎔		-0.25
Rubber (June) 🖤		-0 25
Rubber (KL RSS No 1 Mer)	200.5079	+0.5
Coconut oil (Philippines)§	\$5106	
Paim Oil (Maleyslan)9	\$402.58	
Copra (Philippines)§	\$360y	
Soyabeara (US)		-10
Cation "A" index	66 05c	+0.20
Wooltops (64s Super)	600p	
C a tonne unless otherwise	stated. p-penc	e/kg.

May	996 1017	1004 1023	996 991 1014 1009
Turnov	er: 2409 (3 idicator or	690) lots of ices (SDRs	10 connes per tonne). Daity
for Mar March	다 29 · 121 30 · 1212.4	08.51 (1211.1 13 (1214.01).	per tonne). Daity (i) .10 day averag
	I Stonne		
CUNFE	Close	Previous	High/Low
Mer	1101	1115	1115 1097
vlay Ity	1134 1158	1141 1185	1140 1127 1165 1151
Sep Vav	1183 1205	1187 1212	1188 1175 1211 1198
lan War	1227 1249	1233 1250	1221 1242
Turnove	r 3136 (1	998) lots of	5 tonnes
viarch 2	Comp.	deliy 1979 1	ents per pound 17.75 (117 81); 15
iverage	117 <b>53</b> (1	17.56).	
	10		
SUGA!	Close	Previous	High/Low
May	202.20	204 20	202 60 199.20
Aug Out	198 00	202.20 202.00	220 40 197.60 200.20 197.80
Dec	198.00	181 00	198.00
Mar	197.60	202.20	198.60 196.80
White	Ciose	Previous	High/Low
May	240.00	242.50	240.50 238.50
Aug Oct	240 50 240 20	243.00 242 50	240.00 239.00 240.50 238.00
Dec .	241.50	, 244 00	
Mar	242 50	244 00	242.00
May	242 50 244 00 246 00	248.00	242.00
May Lug	244 00 246 00	248.00 251.00	
May tug furnove 1459 (1)	244 00 246 00 at Raw 13 150).	248.00 251.00 98 (2382)lot	s of 50 tonnes; \
May tug furnove 1459 (1) Pans- V	244 00 246 00 ar Raw 13 150). Vhile (FFr	248.00 251.00 98 (2382)lot	s of 50 tonnes: \
May Lug Turnove 1459 (1: Pans- V Dot 137	244 00 246 00 ar Raw 13 150). Vhile (FFr 3, Dec 136	248.00 251.00 196 (2382)(or per tonne):	s of 50 tonnes: \
May Lug Turnove 1459 (1: Pans- V Dot 137	244 00 246 00 IF Plaw 13 150). Vhile (FFr 3, Dec 138	249.00 251.00 198 (2382)lot per tonne): 10. Mar 1400	s of 50 townes: \\ May 1370, Aug ), May 1410
May Kug Turnove 1459 (11 Paris- V Oct 137	244 00 246 00 ar Raw 13 150). Vhile (FFr 3, Dec 13t L Sitonne	249.00 251.00 196 (2382)lot per torine): 10. Mar 1400 Previous	s of 50 tonnes: \ May 1370, Aug  May 1410  High/Low
May Aug Turnove 1459 (1: Pairs- V Oct 137  Apr May	244 00 246 00 1F Raw 13 150). While (FFr 3, Dec 13 L Stonne Close 138.75 135.75	248.00 251.00 98 (2382)(or per torine): 80. Mar 1400 Previous 137.25 134.25	8 of 50 townes: \\ May 1370, Aug  , May 1410  High/Low  139.25 138.25 126.50 133.25
May Sug Furnove 1459 (1: Pans- V Oct 137 Det 137	244 00 246 00 ar Plaw 13 550). While (FFr 3, Dec 134 L Shonne Close 138.75	248.00 251.00 198 (2382)(or per torme): 10. Mar 1400 Previous	s of 50 townes: \ May 1370, Aug ), May 1410  High/Low  138.25 138.25
May Lug Turnove 1459 (1: Pans- V Pans- V National States May Lun Lug	244 00 246 00 11 Raw 13 1507. White (FFr 3, Dec 134 L Sitonne Close 138.75 135.70 136.00	248.00 251.00 251.00 198 (2382)lot per torine): 10. Mar 1400 Previous 137.25 134.25 134.50	May 1370, Aug May 1410 High/Lew 138.25 138.25 136.50 135.50 138.25 135.50
May Lug Furnove 1459 (11 Pars - 137 Det 137 Det 137 May Lun Lug	244 00 246 00 11 Paw 12 150). While (FFr 3, Dec 134 Close 138.75 135.75 136.00 136.00 136.00 137.75	248.00 251.00 251.00 198 (2382)lot per torine): 10. Mar 1400 Previous 137.25 134.25 134.50 136.00	May 1370, Aug May 1410 High/Lew 138.25 138.25 136.50 135.50 138.25 135.50
May Lug Furnove 1459 (1: Pars- V Oct 137  Day Lug	244 00 246 00 or Plaw 13 150). While (FFr 3, Dec 134 L Stionne Close 138.75 135.00 136.00 r 2306 (M	248.00 251.00 251.00 198 (2382)lot per torne): 10. Mar 1400 Previous 137.25 134.25 134.50 136.00 1881) lots of	May 1370, Aug May 1410 High/Low 138.25 138.25 136.50 135.50 138.25 136 50 100 sonnes
May Aug Turnove 1459 (1:1459 (1:1459 (1:1459 (1:145)) Parrs- V Oct 137  Apr May Kun	244 00 246 00 1r Plaw 13 150). While (FFr 3, Dec 13 150). Close 138.75 135.00 136.00 r 2306 (H	248.00 251.00 1986 (2382)lot per torne): 10. Mar 1400 Previous 137.25 134.50 136.00 881) lots of	May 1370, Aug May 1410 High/Low 138.25 138.25 136.50 135.50 138.25 135.50 130 tennes
May Kug Turnove 1459 (1: 179 (	244 00 246 00 iii Raw 13 150). While (FFr 3, Dec 13i Unite (FFr 13, Dec 13i 136.75 136.00 136.70 136.00 136.00 120.00 100.45 100.45 100.45	248.00 251.00 251.00 198 (2382)lot per torne): 10. Mar 1400 Previous 137.25 134.25 134.50 136.00 1881) lots of	May 1370, Aug May 1410 High/Low 138.25 138.25 136.50 135.50 138.25 136 50 100 sonnes
May Kug Yumove	244 00 246 00 1r Plaw 13 150). While (FFr 3, Dec 13 150). Stioning Close 138.75 135.00 135.00 135.00 F 2306 (M	248.00 251.00 251.00 198 (2382)lot per torne): 10. Mar 1400 127.25 134.25 134.50 138.60 138.60 Previous 104.20 106.50 100.70	May 1370, Aug May 1410 High/Low 13e 25 138-25 136.50 135-25 136.50 135-50 130 tennes High/Low 104.30 104.10 105.51 108.45
May Aug Immove 1499 (1: Paris- V Paris- V Repr May Repr M	244 00 246 00 ir Raw 13 150). While (FFr 3), Dec 134 158.75 135.75 135.00 136.90 124.20 104.20 104.20 104.20 104.20 104.20 104.20 104.20 104.20 104.20 104.20 104.20 104.20 104.20 104.20 104.20 104.20 104.20 104.20 104.20	248.00 251.00 251.00 251.00 251.00 251.00 258.00 25	May 1370, Aug May 1370, Aug May 1418 High/Low 138.25 138.25 136.50 135.25 136.50 135.50 138.25 136 50 100 tonnes High/Low 104.30 104.18 105.50 106.45 100.70 102.30 104.80
1459 (1) Paris - V Paris -	244 00 246 00 ir Raw 13 150). While (FFr 3), Dec 138 136,75 136 00 136,75 136 00 136,90 124,20 104,20 104,20 104,20 104,50 104,50 104,50	248.00 251.00 251.00 251.00 261.232 lot per torme): 10. Mar 1400 Previous 137.25 134.50 135.00 281) lots of Previous 104.20 108.50 100.70 102.30 104.55 106.50	May 1370, Aug May 1410 High/Low 138.52 138.25 136.50 135.50 138.25 136.50 138.25 136.50 100.50 100.40 104.30 104.10 105.50 106.45 100.70 102.50 106.45 104.80 104.80 104.80
May Aug Turnove 1459 (1: Paris-1 Varis-1 Varis	244 00 246 00 iii Plaw 13 150). While (FFr 3), Dec 134 150 150 150 150 150 150 150 150 150 150	248.00 251.00 25	May 1370, Aug May 1370, Aug May 1418 High/Low 138.25 138.25 136.50 135.25 136.50 135.50 138.25 136 50 100 tonnes High/Low 104.30 104.18 105.50 108.45 100.70 102.50 102.30 104.80 106.60 106.55 High/Low
May Aug Turnove 1459 (1 Paris V Paris	244 00 246 00 ir Raw 13 150). While (FFr 3), Dec 138 136,75 136 00 136,75 136 00 136,90 124,20 104,20 104,20 104,20 104,50 104,50 104,50	248.00 251.00 25	May 1370, Aug May 1370, Aug May 1410 High/Low 136.25 138.25 136.50 135.25 136.50 135.25 136.50 135.50 136.25 135.50 100 tonnes High/Low 104.30 104.10 105.50 108.45 104.80
May Aug Turnove 1459 (1: Paris-1 Varis-1 Varis	244 00 246 00 ir Plaw 13 150). Plan 15 150). Philis (FFr 3), Dec 131 150). Stioning Close 138.75 135 00 136.00 ir 2306 (11 156.00 ir 2306 (11 156.	248.00 251.00 25	May 1370, Aug May 1370, Aug May 1418 High/Low 138.25 138.25 136.50 135.25 136.50 135.50 138.25 136 50 100 tonnes High/Low 104.30 104.18 105.50 108.45 100.70 102.50 102.30 104.80 106.60 106.55 High/Low

			LONDON	METAL	DICKU	MGE		(Proces, sup	piled by Ama	igameted M	emi Tradingi
US.	High	Low		Close		Previous	High/Low	AM Offic	ial Kerb c	tose Op	en Imerest
	903		Alumbig	n, \$0.7%	purity (S	per tonne)				Piling turn	icyer 0 tonne
	921 939		Cash	2750-7	70	2555-85		2810-30			
	956		3 months	2420-4	0	2420-30	2375	2390-410	2410-3	3,7	62 lots
	977	989	Aluminia	ra, <b>99.5</b> %	purity (£	per tonne)			Rit	ग्रामणा क्र	20,700 tonne
	996 1014	991 1009	Cash	1517-2		1530-5	1530	1527-30			-
al ·	10 tonn	165	3 months			1295-7	1298/128	7 1297-98	1289-90		.961 lots
Rs p	er lon:	ne). Daity price	Copper,						Riv	d prinoves	<2,400 tonne
11.1( 31).	O) .10 d	lay average for	Cash 3 months	1310-6 1235-6		1293-5 1218-8	1310/130/ 1250/122		1249-50		823 lots
							12011120	1249-9	1646-01		
				Standard				<del></del>		rung turn	iover 0 tonne
			Cash 3 months	1260-7 1200-1		1290-5 1185-95		1260-70 1196-205		17	lots
us	High/	Low	Stheer (LE	S cents/fk	ne quince						er 30,000 ozz
	1115		Cash	665-8		655-8	665	664-5			
	7340 1165		8 months			676-0	•••	674,5-5	<b>675-80</b>	682	è lots
	1188	1175	Lead (£ p	er tonne)					R	ing turnove	8,400 tonne
	1211	1196	Cesh	351-3		350-2	353/352	351-2			
	1242		3 months	341-3		338-9	341/338	339.5-0.7	5 339-40	10,	889 lots
ol !	tonne	15	Hickel (S	per tonne	)				R	ing turnove	r 2,010 tonne
S Co	ents p	er pound) for 117 81); 15 day	Cash	19300		19500-20000	20100/193				<u>_</u>
<b>3</b> 1	ir.ia ş	111 411: 12 689	3 months	15400	-30	16000-100	16000/148	50 15700-50	16250-5	8,6 to	15 lobs
			Zinc (C po	er tonne)					Rir	ng Mirnover	15,100 tonne
			Cash	562-4		554-8	556/565	555.5-6			and
			3 months	565-6.		548-0	565.5/550	552-3	558-4	18,	985 lots
W.	High/	/Low	POTATO	ES E/toffn				LONDON BU	LUCK MARK		
		0 189.20		Close	Previou	s High/Low		Gold (fine oz)			jvalent
! !		0 197.60 0 197.80	Apr	122.5	127 3	128.9 122.0		Close	454-454 h	24312	
	196.0	σ	May	125 0	129 9	121 0 122.	S .	Opening	454 <sup>1</sup> 2 -455	24312	-244
	198.6	0 196.80	Nov	94.0 100.0	94 0 105.0	94.0 93.1 103.0	5	Morning fix	454 453.75	243.91 243.45	16
US.	High/	7 415	Feb Apr	140.3	139.5	141.0 140.0	0	Alternoon fix Day's high	454 % -455 %	243.40	,
<u> </u>	<u> </u>	0 238.50	Turnover	704 (750	n lots of	100 tonnes.		Day's low	453 4 453 4		
	240.0	0 239 00	SOYABE	AN MEAL	Etonne			Coins	S price	£ equ	ivalent
	240.5	0 238.00		Close	Preylor	# High/Low		US Eagle	467 2-47212	251-2	
	242.0	6	Apr	130.00	132,00	130 00		Mapieleaf Britannia	467 lg-472 lg 467 lg-472 lg	251-25 251-25	
			Jun	126.80	127.50			Krugerrand	4521, 4551,	243-24	45
NI	-1 60	tonnes; White	Aug Oct	125.60 126.60	125 BO 127 DO	125 00		1/2 Krug 1/4 Krug	235-245 117-125	126 % 62 k -4	-131 <sup>1</sup> 2 87
HOR	, ur 30	INCHEST MAINTE	Dec	30.00	130 50	129,50		Angel	465-470	2491 <sub>2</sub> .	-252 l <sub>a</sub>
		370, Aug 1371	Turnover	115 (239	) lots of	100 tennes		1/10 Angel New Sov.	45-\$1 107-105	24 կ.: 57 - Հ	
	, May	1410	FREIGHT	PUTURE:	5 \$10/Ind	ex point		Old Sov.	107-10812	57 \rac{1}{2} <	58½
				Close	Previou	s High/Low		Noble Plat	534-546	285.8	290
			Apr	1645.0	1540.0	1650 0 163	0.0				
	44		Jly	1535.0	1530 0	1539 8 152	0.0				
45	High/		Oct	1560.0 1550 0	1554 0 1550.0	1560 0 154 1555 0 154					
		5 138-25 0 135-25	Jan Apr	15000	1555.0	1882.5 143		Silver Itz.	p/time oz	1100 00	eguly
	136.50	135.60	BFR	1621.5	1630.0	_			<del></del>	669.95	
_	138.2	5 135 50						Spot 3 months	359.30 357.00	680.25	
ot 1	00 ton	nes.	Turnover	232 (814	<del>)</del>			6 months	375.00	682.40	
						<u> </u>		12 months	391.15	717 10	
_		<del></del>	MOOF								
	Link I					Strailen seles u	ratii				
# <b>5</b>	High/l					ly on offer and that Merino w	nol (s				
		0 104.18 1 106.45	still gett	nng deare	r. The h	dustry in this c	עמוטט	LONDON MET	AL EXCHANG	TRADED	OPTIONS
	100.70					bout the level of the possibility		Aluminkam (99	7%)	Calls	Puts
	102.50	102.30				ui. In topmatin		Strike price \$		May July	
	104 80	3 D 106.55	most se	naibve se	ictor, nev	business has	been	2350		170	
						the need the need to		2800		110	112
Æ	High/l					them available	- 1	Aluminium (Si	5%)	Calls	Puts
		104.50	Merino	top quota	tions car	therefore be h					
	97.45 100.20					ich tower level: Quotations are		2300 2600		122	177
	102.35	5				le, 418p for Sig			AL		- Duta
	104.10		340p for	50s tops		-	- 1	Copper (Grade	- <u>-</u>	Calls	Puts
Bar	riey 68	(23)	1				- (	2250 · 2350			200 185

US	S MA	RKET	<b>'S</b>		CRUIDE	OIL (Ligh	42,000 US	galia \$/0e	rrel	Ch	icigo	•		
	ause of t			ne gap		Close	Previous	High/L	w					
ope	ned betwe	en the U	K and	the US	May	16.97 75.64	17.10 16.98	17,04 16,93	18.90 18.80		Cick	bu min: ca		
	wing the				. Jua Jul	76,54 18,79	16.82	16.93 16. <b>8</b> 7	16.80 16.75	May	650/	Previous	High/L	
	Summer				Aug	16.76	16.86	16.80	16,53	Jul	659/g	655/6 664/2	654/4 862/4	650/0 659/0
CHOS For	ing price inclusion	s were	aut 87	n Apr enishin	Sep Oct	16.68 16.86	16.81 16.77	16.74 16. <b>6</b> 6	16.65 16.63	Aug	56 VO	688/4	687/4	6614
	ort and p				Nov	18.51	18.74	16.61	18.61	Sep Nov	662/2\ 868/2	658/6 672/4	665/2	662/
ae a rofu	t the clo	se on Ti	ergaa i	risht.	Dec ·	16.65 16.60	16.71 · 16.68.	16.65 16.60	16.52 16.60	Jan	675/4	681/2	672/0 680/0	667/( 675/0
	-		-	٠,	Feb	16.50	16.55	16.50	16 50	Mar	683/4	688/4	65B/0	683/2
	Oversess			us metais, Iouchina	HEATIN	G OIL 42.0	DOC US gette	. cents/UE	gells.	_ May	686/4 689/4	894/4	68 <u>8</u> /0	586/4 C
	ommsslor					Close	Previous			•		$T_{-}$	-	•
selli	ng at the i	nighs led.	to the m	arket	- Apr	48.05	48.17	48.10	47.85	SOYAL	EAN OIL 6	(0,0) lbs; ce	nts/lb	
	ing with p				May	45.90	46.10	45.90	45.55		Close	Perious	High/Lo	
	iham Lam				اسان اینان	44.80	45.16 44.98	45.00 44.80	44.65 44.50	May	21.14	204	21 30	21.10
	ed to follo ed as the :				· Aug	45 10	45.36	45,19	44,95	Jul	21.48	294 211	21.70	21 47
	way. Ene				Sep	45.85	48.06	45.85	45.50	Aug Sep	21.55 21.65	21/1 21/2	21.60	21 55
tech	nical selli	ng and lig	ht trade	٠.	Dec Jan	47.60 47.60	48.06 48.40	47.60 47.50	47,50 47.80	Oct	21.75	21.\	21.90 22.00	21 65 21.75
prof	ttaking in	markets	ending t	10		10 tonnes		<del></del> -		. Dec	22 12 22 12	22.1	22.28	22.12
	colidate av					Close	<del></del>			- Mar	22.12 22.11	22.1 22.1	272.30 272.10	22.12 22.12
	ee firmed						Previous	High/La						
	illes bexin beiller sc				May .	1588 . 1901 .	1573 . 1593	1601 1618	1568 1588	SOYAE		100 ton \$/	ton	
	e nearby				Sep	1631	1622	1640	1618		Close	Previo	High/Lo	w
<b>645</b> 6	ed as trade	selling.	and price	e-fixing	Dec Mar	1683 1696	1657 1695	1675 1707	1655 1685	May	192.9	195.0	194.5	192.7
pron	noted long	-liquidatio	on fallow	ring ~	May	1716	1713	0	0	Jul Aug	193,6 194 3	195.7	195.2	193.3
	er commi				· Jul	1749	1746	<u> </u>	0	Sep	195, 1	196.5	195.5 186 đ	194.2 195.0
	ns closed				CONTE	*C* 37.50	Olibs; cents	/lbs		Oct	196,0	197 7	197.3	195.5
	tions in ac ting intent			котыпд		Clase	Previous	High/Lo	<del></del> -	- Dec Jan	198.0 199. <i>0</i>	198.5 199.7	189.0	197 0
•	•	- •			May	135:42	135.57	135.95	134.25	Mar	203.4	203.5	199.0 203.3	198.5 203.5
Ne	w Yo	rk			Jul	137.07	137.49	138.10	136.38	May	203,5	204.5	203.0	204.0
					Sep Dec	138.90 741.40	139,40 141,65	139.76 142.15	138.30 141 00	MAIZE	5,000 bu m	in: cents/50	Silpushei	
30f D	100 troy az	: \$/tray 02.		<u> </u>	Mar	142.21	142.90	143.40	142.21		Close	Previous	Hgh/Lo	
	Close	Previous	High/Lo	<del>**</del>	May Jul	143.60 144.00	143,95	144.40	143.60	May	211/4	210/4	12/0	210/B
Maz	455.4	455.8	0	0			144.00		0	Jul	217/0	216/2	7/6	216/4
Apr Jun	455.6 459 &	455.9 480.2	457,8 462.0	454.5 458.5	SUGAR	_	11" 112,000			Sep Dec	220/2 223/0	220/4 223/6	21/2 21/0	220/0
Aug	454.2	454.6	465.0	463.5		Closs	Previous	High/Lo	~	Mer	230/9	230/4	23/4	222/4 229/4
Dec Dec	469 Q 473.9	460.5 474.5	470.7 475.3	489.0 473.0	ALEY July	6.99 8.67	9.14	9.22	8.19	· May Jul	233/6 236/0	234/6 236/6	234	233/0
Feb	479.1	479.7	8	Ð _	Oct	8.8E	9.04 9.06	9,11 8.11	8.87 6.87			nin: cents/6	234	238/0
Apr	484.7	485.3	485.5	485.5	Jan	8.90	9.10	0	0	WINEA				
Jun	490.3	490.9	491.5	490.5	Mar May	8.85 8,91	8.92 8.96	9.02 9.03	8.85 8.32	-	Close	Previous	1/9/10	w
PLAT	NR.JM 50 troy				Jul	8.95	8.97	9.02	8.96	May Jul	301/0 307/6	299/4 307/6	124	299/0
	Close	Previous	High/Lo	PW .	COTTO	50.000; c	ents/ibe .			Sep	314/4	815/G	09/e 15/4	308/4 313/2
Apr	51B.7	517.7	619.0	514,0		Close	Previous	High/Lo		. Dec Mar	323/0	323/4	25/0	322/2
Jul Oct	524.0 529.4	516.6 521.5	524.5 528.0	519.5	May	12.88	62 11	62.95			328/4	329/0	29/0	328/0
Jan	· 535.9	521.5 527.6	534.0 .	525.g 532.g	'jal	61,89	61.05 ·	61.90	62.05 61.10	LIVE C		96 lbs; cen	PA (B	
Apr	544.2	533.8	ð .	8	Oct	59.90	59.35	59.90	59.35		Close	Previous	igh/Lo	
SELVE	F 5,000 troy	oz cents/h	67 6Z.		Dec	58.40 59.00	57.83 58.48	58.50 59.00	57.83	Apr	75,42	75.42	\$.70	75,15
	Close	Previous	High/Lo		Mar May -	59.50 59.50	98.46 58.68	59.00	58.95 58.80	Jun	72,07	72.47	2.40	75.15 71.72
					<b>Jul</b>	60.00	59.05	0	0	Aug Oct	68.10 68.75	69.42	1.50	68.00
Mar Apr	670.5 670.7	966.5 667.7	675.0 675.0	667.5 670.0	OFFANIO	JURCE 1	5,000 fbs; ca	nits/lbe		Dec	67.65	67.07 67.87	1,20	66.70
May	675.0	671.0	663.0	670.0			Provious			Feb	67.45	67.70	€90	67.60 67.45
Jul 1	<b>583.5</b>	879.5	690.5	978.D		ON/SE		High/Lo		Apr	57,80	68.00	600	67.85
Sep Dec	891.5 704.8	697.5 701.0	<b>997.</b> 0 713.0	686.0 699.0	May Jul	166.80 160.65	165.50 158.65	167.00 161.00	164.80 159.30	TIME 340	<b>30,000</b>	ib; cents/i	ba	
ian	705.9	705.2	Q	Q General	Sep	155.00	155.00	155,60	155.50		Clase	Previous		
<b>Z</b> âr	718.2	714.7	725.0	719.0	Nov	152.25	154.75	. 152.95	152.25	Apr	45,75	46.05		
May	727,7 727 0	724,3	731,0	731.0	, <b>126</b>	148 65	148,75	149.00	148.75	Jun	51.05	50.92	402 515	45.60
<u>lul</u>	737.8	784.5	<u> </u>	<u> </u>	Mar May	148.55 148.55	148.95 148.95	0	0	Jul	51.05	51.00	51.3	50.90 50.85
COPP	ER 25,000 fb	e; cents/lbs			Jul	148.95	148.95	. 0	ŏ	Aug Oct	47.70	47.82	49.7	47.65
	Close	- Provious	Hagh/Lo	w					<u> </u>	Dec	43.60 44.35	43.70 44.46	43.1	43,60
der	104,25	107.60	.108.00	103.00	MDIC	<b>15</b>				Feb	43.55	43.57	44 <u>.</u> ; 43.8	44.20
φг	104,00	105.50	104.00	104:00	SEUTE	RE (Bater	September	18 1931 -	100)	Apr	41 55	41.55	41.9	43.50 41.55
lay	103.25	100.50	103.50	98.30	1	Mar 28	May 25			PORK :	ELLIES 38	,000 (bs: ce	inte/il-	- 1.00
lul L	98.10 93.50	95.30 96.80	98.40	95.00	<b>I</b>			mith ago			Close			
Sep Dec	88.20	90.80 65.50	92.00 67.30	90 50 86,50	ł	1743.9	1751.1	1748.5	1534.7	No.		Provious	Highey	w
lan	87.00	84.1D	9	0	DOM 1	ONES (Be	se: Decemb	er 31 1974	<b>= 100</b> )	May Jul	55.90 58.40	56.45	56.75	55,80
Mar	84 70	81.50	83.00	83.00	Spot	132.08	復產	127.43	116.78	· AUG	34.77	56.80 65.30	\$7.1 <b>5</b>	<b>56.25</b>
May Jul	82.70 82.20	79.50` 79.00`	ο .	0 .	Futures	134.57		130.66	115.42	Feb	57.80	50.22	56 75 58.30	54,7 <b>5</b> 57,80
				•	L					May	57.15	57.15	57.30	31 60



# CURRENCIES, MONEY AND CAPITAL MARKETS

made his comments to a parlia-mentary committee.

months ago.

Intervention by the US and Japanese central banks kept the dollar steady in Tokyo, but failed to dispel an underlying bearish sentiment.

Bank of Japan intervened to arrest the decline at Y124.45. It

JAPANESE YEN - Trading

## **FOREIGN EXCHANGES**

# Lawson boosts sterling

The pound closed at DM3.1125 in London, compared with DM3.1075 on Tuesday, but within an hour rose to DM3.1250 as Mr Lawson told MP's that sterling's recent gains against the D-Mark must be seen as part of the long term struggle against inflation. Dealers commented that the

Chancellor was falling into line with the policy stated recently by the of the Prime Minister, putting the year. main emphasis on controlling inflationary pressure.

Mr Robin Leigh-Pemberton,

when speaking to the same com-mittee on Monday, also emphasised the importance of holding down inflation, and insisted there was no policy of shadowing the D-Mark.

was no policy of shadowing the D-Mark.

Initial reaction to the Chancelior's statement yesterday, was that the pound was now free to move higher.

Sterling closed little chancel the bank of England, rose to 92.5

D-Mark - Trading range against the dollar in 1967/88 is 1.9305 to 1.5740. February average 1.6866. Exchange rate index 149.2 against 146.1 six months move higher. Sterling closed little changed

Sterling closed little changed ago ing rumours that life insurance against the dollar at \$1.8700, compared with \$1.8705 on Tuesday, middle of the day's range against but soon moved up to \$1.8800 in the dollar, in dull Frankfurt tradreaction to Mr Lawson's com-

The pound finished at Y233.75, compared with Y233.00 previously: at FFr10.5525 against FFr10.5350; and at SF12.5675 com-pared with SFr2.5700, but then made strong gains, in line with its performance against the D-Mark and dollar.

£ IN NE	W Y	DRK							
Nar.30	Lat	est		Previous Clase	_				
Spot		0.26pm 0.81pm 2.80pm	0 0 2	56-1 866 27-0 25en 85-0 82en 96-2 88en					
Forward previous and discounts apply to the US deliar STERLING INDEX									
		No.	30	Previous	_				
8.30 aro. 9 00 ae 10 00 am 11.00 am Hoge 2.00 pm 3 00 gm 4.00 pm		77.6 77.6 77.6 77.6 77.6 77.5		77.6 77.5 77.6 77.6 77.6 77.6 77.7					
CURRENCY RATES									
Nar.30	Bank rate 4	Special Drawlar Rights	: I	Esropean Correcty Upit	_				
Starting U.S. Dollar Campilian S Austrian Sch Beigne Franc Danish Krone Danish Krone Danish Krone Beigne Franc Latian Lira Lapanee Ven Latian Lira Lapanee Ven Sannah Peneta Sannah Peneta Franc Ernet Drach Irish Prant Pall SDR rates fe	6 8.75 3 6 5 7 6 5 7 6 5 7 6 5 7 6 5 7 6 5 7 6 5 7 6 7 6	0.74211 1.3825 1.7084 16.187 8.8338 2.5381 7.893 1.706 44 1.71.98 8.6697 1.9030 1.84 40 0.86059		1,2697 0 467458 1,53570 43 4182 7 95742 2 97381 2 52840 7 103178 135 45 7 3435 11,71337 16,75238					
CURREN	ICY N	OVE	ME	NTS	ī				

OTHER CURRENCIES

**MONEY MARKETS** 

**UK** interest rates slightly lower INTEREST RATES were slightly lower in the London money market yesterday, as the pound continued to improve. However most traders were determined to go into the long weekend showing a minimum book exposure.

Content of the long weekend showing a minimum book exposure.

Content of the long weekend showing a minimum book exposure.

Content of the long weekend showing a minimum book exposure.

Content of the long weekend showing a minimum book exposure.

Content of the long were slightly rise in the note circulation. These were more than offset by Exchequence in the long we

minimum book exposure.

Consequently trading volume was below the levels seen recently; as interest waned ahead morning. The authorities took

recently; as interest waned ahead of the Easter break.

Three-month interbank money was quoted at 8% 8% p.c. compared with 6½ 6½ p.c. while the UK starte bank base leading rate 12, per cent true March 17

One year rate eased to 9% 9% p.c. from 9% 9% p.c. Overnight money ranged as low as 2.5 p.c. Bills are usually offered to mop up excess liquidity, thus, effectively placing a base limit on short term rate.

However traders were con-

from 92 95 p.c. Overnight money opened at 7% 7% p.c. and eased to a low of 7% p.c. before finishto a low of 7% p.c. bef

The Bank of England forecast a surplus of around £400m, with factors affecting the market including repayment of late assistance and bills maturing in official hands, together with a take up of Treasury bills draining operations to meet end of month minimum reserve requirements. 2584m. Maturing sale and repurchase agreements accounted for a further £614m while banks brought forward balances £60m little problem meeting their oblitelow target. There was also a gations with the Bundesbank.

The dollar rose to Y125.00 from Y124.50; to DM1.6640 from DM1.6615; to FFr5.6425 from SFr5.6325, and was unchanged at The dollar opened at the cay's The dollar's index, according to the Bank of England, rose to 92.8 speculative selling, before the Bank of Japan intervened to

quiet, anead of the financial year-end and the Easter holiday.

The dollar was boosted by reports of support overnight in New York from the Federal Reserve, and in Tokyo from the Bank of Japan.

Underlying sentiment remained nervous, with the market waiting to see if Japanese.

ket waiting to see if Japanese institutions are heavy sellers of

the dollar in the new financial

closed at Y12445, compared with Y124.35 on Tuesday. The Insurance Association of Japan issued a statement deny-ing rumours that life insurance

EMS EUROPEAN CURRENCY UNIT RATES Divergence

وبال محال	1	463.58 153	5.95 +3.53	_ i	1284	±4,0752
<b>STANDI.</b> (2)	iculated by Floundar	RWARD A		HE P	QUND	· .
Mar.30	Cary's spread	Clase	(he meth	9.2	Three months	9 <u>4</u> p.i.
igen jank igen j	1.890-1.8705 2.2900-2.11-65 1.481-1.50 64.90-65.30 11.90-11.670 11.90-11.630 11.91-11.11-1 253.33-255.02 2299-2300-1 11.671-11.741 10.981-11.041 21.70-21.89 21.70-21.89 21.70-21.89 2.70-21.89 2.70-21.89 2.70-21.89 2.504-2.574	1895 1870 2510 2510 1.99 150 1.99 150 11.94 11.77 11.85 11.62 277.75 200.65 2005 2005 2005 2005 11.73 11.74 10.94 10.55 11.03 11.04 21.03 234 21.5 234 21.5 234 21.5 234 21.5 234 21.5 234 21.5 234 21.5 234 21.5 234 21.5 234	0.28-0.25cm 0.55-0.05cm 15-1cm 21-3cm 15-1cm 15-1cm 15-1cm 15-1cm 25-5cd 3-7/icots 15-1cm 11-3cm 11-3cm 11-3cm 11-3cm 11-3cm	170 439 239 239 246 400 250 250 250 400 250 400 250 400 7.81	0.33-0 4 41-31 290-31 87-31 12-1 141-16 141-7 24-7 261-2 44-4	20m - 0.23 4.98 1.0m - 2.29 1.6m - 2.34 1.0m - 2.56 1.0m - 2.56
gian rate is 2-2,82cpm	convertible francs.	Financial franc 65.50	145.60 . Str-marti	। <u>विका</u> शी है	1.55-1.	Sticern 12 mouth

Nz.30	Day's sprited	Clase	Sor month	N.	Three - exaction	PL.
JK1	1.85%) - 1.8705	18695-18705	0.28-0.25cpm	1.70	0.85-0.90pm	1.7
reland	1.6805 - 1.6065 1.2350 - 1.2380	1606-1665	9.02-0.0711	[ <b>9</b> 전	par-0.10pm 0.51-0.54ds	먨
iarada Keiberlands	1860-1865	12365 - 12375 13680 - 13696	0.16-0.19cds	-1.70 2.79	1.5-1.30=	223
leigippa	34 80 - 35.00	34.80 34.90	3-1000	6.76	1.55 Sept.	6.7
Demark	6385-6414	6.394 - 6.404	0.70-2.30ereda	1.07	295-3.5544	-203
Corner.	1865-1675	1665-1665	0.49-0.46sfam	3.42	147142	34
ortugal	1364 -137	1364-1364	45-65cas	-1.94	160-210ds	-55
هادم	111.10-111.60	عرس-صس	20-30cm	248	/3-83ds	-28
<b>ialy</b>	1231 - 1237	1232 k - 1233 k	4,00-5,000 kells	뜅	12.40-14.40es	-43
lornay	6274 - 6292	.427 4 628	3.50-3.85e/ede	虚	· 18.95-11.356s 2.05-2.25ds	- 7.1
129CZ	5.64-5.65 5.894-5.91	5.64-5.64 b 5.704 - 5.904	0,40-0,60cds 3,25-1,45cmts	2.74	3.85-4.3544	-L%
	12426-12526	124.95 125.05	0.31-0.2000	2.83	687 68200	27
estria	1170.1174	11.72-11.72%	3.10-2 ROs-1004	3.62	8.90-7.904s	28
eilzerbed	13725 - 13810	13730 13740	0.63-0.58cars	527	1.77-1.72	- 50

M#230	Short term	7 Days matice	Ose Month	Three Mostles	Str Months	Dos.
Sterling US Dollar US Dollar D	81,82 61,65 81,73 81,73 11,73 11,73 61,6 61,5 81,83 61,6	84.85 62.65 8.85 4.35 13-13 13-13 10-76 61-6 61-6 81-85 81-85 61-68	84-84 84-85 84-85 13-13- 34-35 13-13- 13-35 64-55 44-4 64-68	81-65 61-64 81-64 81-64 18-15 31-15 31-15 61-64 61-64 61-64	88-85 71-7 84-84 24-84 24-83 87-83 87-85 67-65 67-65 67-65 67-65 7-67-7	94.91 <sub>9</sub> 77-71 <sub>4</sub> 92.831 45.41 <sub>4</sub> 45.42 <sub>5</sub> 34.35 <sub>6</sub> 88.92 <sub>6</sub> 111-111 64.41 <sub>6</sub> 45.41 <sub>7</sub> 72.72

¥2 30	٤.	5	Del	Yes	FFt.	S fr.	∦Ħ.	Libra	CS	8
Š	0.535	1.570	3113	233.8 125.0	10.58 5.642	2568 1373	3.495 1.869	2306 1233	2311 12%	65. 34.
YEN	0.321 4.277	0.601 7.998	15.51	75.10 1000.	1307 45.12	0.825 10.98	1_123 14.95	740.8 9863	0.742 9.885	20. 27
F Fr. S Fr.	0.948 0.389	1.773 0.728	2951 1.212	221.6 91.04	10. 4.108	2434 I	3313	2186 998.0	2.191 0.900	섫
H FI. Lira	0.286 0.434	0.535	0.891	166.90 200.4	3.019 4.575	0.795	1 206	659.8 1000	8.661 1.662	18.

## 30		₹ •		Yes	F PR.	S Pr.	# FI,	Lifa	Ícz	[ s
Š	0.535	1.570 1	3113	233.8 125.0	10.58 5.642	2568 1373	3.495 1.869	2306 1233	2311 12%	65 34
PM	032] 4277	0.601 7.998	15.51	75.10 1000.	1,307 45,12	0.825 10.98	1.123 14.95	740.8 9863	9,885	20 27
F Fr. S Fr.	0.948 5.389	1.773 0.728	2951 1.212	221.6 91.04	10. 4.108	2434 I	3313	2186 998.0	2.191 0.900	설
H FI. Lira	0.286 0.434	0307 0232	0.891 1.350	165.90 200_A	3.019 4.575	0.755 1.134	1 1.536	659.8 1000.	1,002	18 28
CS BFr.	0 433 1.535	0.809	1347	101.2 358.9	4.565	1.111 3.942	1512	997.8 3540	1 3547	28 10

FT LONDON INTERBANK FIXIN	,	US Dollars
hid 64 offer 54	) <u>16</u> 7	offer
The fixing spins are the arithmetic manus rejected to the assist the market to five reservate bunks at 11.00 a.m. each we tolay, Despite Bank, Banque Alazianai de Paris and Mo	risk one-summer of the first and risking day. The basels are likelist risks Guaranty Tradi.	ni Weinister B
MONEY RATES	·	
NEW YORK (Linctatione) Con month	reasory Bills and Bond 5.26 Three	<b>3</b>

	•					
LEW YORK Linchtime)  totar lose jake Lincht totar lose jake Lincht timb at intervention	9L. 1	Coe month		5.92 Fluid 6.32 Seen 6.76 10-96	(ds ) (ds ) (ds (ds ) (ds (ds (ds (ds (ds (ds (ds (ds (ds (ds	
Mg-30	Oversight	Gae Month	Timp Morths	Three Meetls	Six · Moeths	Lord
	2.58-3.00 74-73 11-31 35-31 3.53125 101-101 6.75 81-85	330345 78-70 11-11- 33-4 38575 101-101 6-61 81-82	330-345 8-8-1 84-8-2	3,553,50 8484 15-14 444 3,965 104-114 65-64 84-85	3.35-3.55 84-84 84-84	41
LONDON MON	EY RAT	ES				<b>.</b>

day Treasury hills at 3 p.c., even though call money ranged as low	LONDON MON	IEY RAT	ES		_ :		
as 2.5 p.c. Bills are usually	Mar.30	Derright	7 steps notice	Gne Month	Teres Months	Str Mands	One Year
offered to mop up excess liquid- ity, thus, effectively placing a hase limit on short term rates.	isterbusk Office	S Tig	814 814	85g 81g	. 814 85	81	914 914 914
However traders were con-	Sterling CDs Local Authority Deps Lincal Authority Beeds		84	85, 85, 85, 85,		85 85 87 82	1 3
vinced that the move was more of a technical adjustment ahead	Discount hits Deps. Company Deposits Plumace House Deposits	74 842	87. 87.	85	500 80 80 80 80 80 80 80 80 80 80 80 80 8	翻	100
of the month end, than a change in monetary policy. The argue-	Treasury Balls (Bery)	- 1		81 81 83 679-645	85 85	1 -	76
ment ran that, funds tied up by purchases of Treasury bills could	First Trade Bills (Bay) Dotter COs			6.75.65 計	6.80 6.75	58 7.00-6-95	7.45-7.40
be needed today, as commercial	SOR Linked Dep Sta ECU Linked Dep Offer ECU Linked Dep Std	- 1	:	9 <u>11</u>	5% 600	3	67 68 68
banks carry out fine tuning operations to meet end of month	Treasure Attic Reith on	e-goods 82, pe (reacuty bills: /	cest, three or lacrate tender	natic 84 per o	ent: Bank Bitts 8.3038 p.c. EX	Earlis, one-more	th BA ner co
minimum reserve requirements.  Despite the authorities' cau-	three stantis & & per cent; Florance, Make up day Febra Schemes II & Ul 10 17 pc Anthority and Florance House	e. Mederence nati	a ior deriod Mi		144 JL . 1988	i. Starme IV. B	1931 B.C. Lor
tion, banks are expected to have	1986 Bank Deposit Rates 1 2100,000 and over held an	br 9505 el 974	g days oncier 1	չ չի բայացել և	Carlificates of T	las Deposit, Ge	ries 6): Oeso

FINANCIAL FUTURES

## Gilt prices slightly firmer

STERLING climbed to its highest.

On Bank of England figures ing. The dollar finished at level against the D-Mark since sterling's exchange rate index July 1986 after the London close, on comments by Mr Nigel Lawson, Chancellor of the Exchequer, in testimony before the Committee.

The pound closed at DM3.1125

The dollar finished at DM1.6680. compared with DM1.6680 in Tuesday.

The pound closed at DM3.1125

The dollar finished at DM1.6680, compared with DM1.6680 in Tuesday.

The pound closed at DM3.1125

The dollar sample rate index DM1.6680, compared with DM3.1075 on Tuesday.

The dollar finished at DM1.6680, compared with DM3.1075 on Tuesday.

The dollar finished at DM1.6680, compared with DM3.1075 on Tuesday.

The dollar sample rate index DM1.6680, compared with DM3.1075 on Tuesday.

The dollar finished at DM1.6680, compared with D

Values finished towards the day's highs and seemed little affected by the Bank of England's decision to issue £400m of short-dated tap stock. The June long gilt price opened at 122-69, up sentiment range against the dollar in 1987/ with the mar-e if Japanese average 129.17. Exchange rate avy sellers of index 244.1 against 219.1 six

High 90-14

1-am 3-mm 6-mm 12-mm 18674 18618 18548 1841

Latest High 18570 1.8570 1.8480 -1.8400 1.8440

**CURRENCY FUTURES** LIFFE-STERLING £25,000 \$ per £

Sect 1.8700

- Lper 90-04

JAPANESE YEN UND Y22.5m S mr Y200

<del></del>						<u></u>
	Latest	High	Line	Pres.	Jan	0.8034
Jan .	90-14	90-14	90-07	90-05	Sep	0.8097
Jen Sep Dec	89-13	89-13	69-06	89-04	Dec	-
Bee	89-33	22-38	29-77	55-Ob	<b>1</b>	-
ŭ-	27-17	27-17	87-17	A7-10		
ᇤ		W-25		26-17		
<b>=</b>	_	_	_	85.X	DENTICAL	E NASK (SANG
Der .				85-24 85-04	98125,6E	4 5 per (M
Mar Jun Sep Dec Mar Jun			-	84-16		Littest
72				83-25	J <del>a</del>	0.6039
<del>5</del>				83-II	5 <del></del>	0,9437 A 4007
	_	•	_	-	Sep Dec	0.6097 0.6161
					-	مضموه
<b>U.S. TREASUR</b>	Y IN IS O					
Sin print of	199%	_			THE PARTY NAMED IN	ATTA EXPENSE
						ef 190%
	بتجها	High 94,14	16m 94.13	Pres.	2000	
Jen .	94.14	94.14	94,13	94.13		Latest
Sep	93,86	93.86	93.86	93.55 93.55	Jan	92,70
Dec		<del>-</del>		93.55	Seo	92.41
ile:	93,30	75.36	95.30	93.29	Dis.	92.14
-jea	-	-	-	93.06	Mar	91,89
Jan Sep Dec Har Jan Sep	-	-	-	92.90	Sep Dec Mar Jap Sep Dec	91.67
					Seo	
					Dec	-

0.8040 0.8032 0.8048 0.8091 Low Proc. 92.66 92.69 92.60 92.60 92.60 92.60 91.66 91.66 91.66 91.66 91.66 91.66 91.66 91.66 91.66 91.66 91.66 91.15 260.56 262.85

News of a 0.8 p.c. fall in US factory orders - in line with expectations - appeared to have little effect. The June bond price

opened at 90-11 and traded in a narrow ten tick range before fin-ishing at 90-08, compared with

89-24 on Tuesday.

When investing your company funds, you shouldn't accept the first rate you're quoted.

In spite of the urgency to firm up a deal, may we suggest you consider using Forward Trust Treasury Services.
Forward Trust Group are major suppliers of corporate finance, with assets of more than £2,500 million. We can advise you of the most up-to-date rates for whatever period you wish to invest. Ring us on 01-588 2333 and we'll quote the appropriate interest rate there and then.

If you agree that our rate's the best, you simply 'phone your bank to authorise the transfer. We have a descriptive our services to Corporate Investors. We shall be lighted to send you a copy.

FORWARD TRUST TREASURY SERVICES 01-588 2333

FORWARD TRUST GROUP FORWARD TRUST TREASURY SERVICES - MAKING MOREY MAKE MONEY

International Multi-Currency Accounting Software. Call for an evaluation copy. (212) 888-5623 Systems Union Incorporated

**Art Galleries** 

U.S. \$60,000,000

MANUTACTURERS NATIONAL CORPORATION

**Manufacturing National Corporation** (Incorporated in the State Delaware)

Subordinated Floating Rate Notes due September 1996 Issue Price 100%

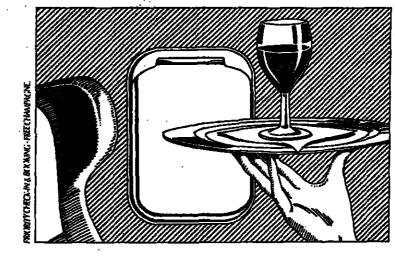
In accordance with the provisions of the Notes, notice is hereby given that for the interest Pariod from March 31, 1988 to September 30, 1988 the Notes will carry an interest Plate of 73/s % per annum. The interest payable on the relevant interest payment date, September 30, 1988 will be U.S. \$374,90 for Notes in denominations of U.S. \$10,000 and U.S. \$9,372.40 for Notes In denominations of U.S. \$250,000.

By: The Chase Manhattan Bank, N.A.

I.G INDEX LTD, 9-11 GROSVENOR GARDENS, LONDON SWIW OBD Tel; 01-828 7233/5699 Reuters Code: IGIN, IGIO

FT 30 FTSE 100 WALL STREET
Mar. 1394/1406 -13 | Mar. 1753/1763 -16 | Apr. 2004/2018 +14
Jun. 1404/1416 -13 | Jun. 1764/1776 -16 | Jun. 2007/2021 +12

Prices taken at 5pm and change is from previous close at 9pm

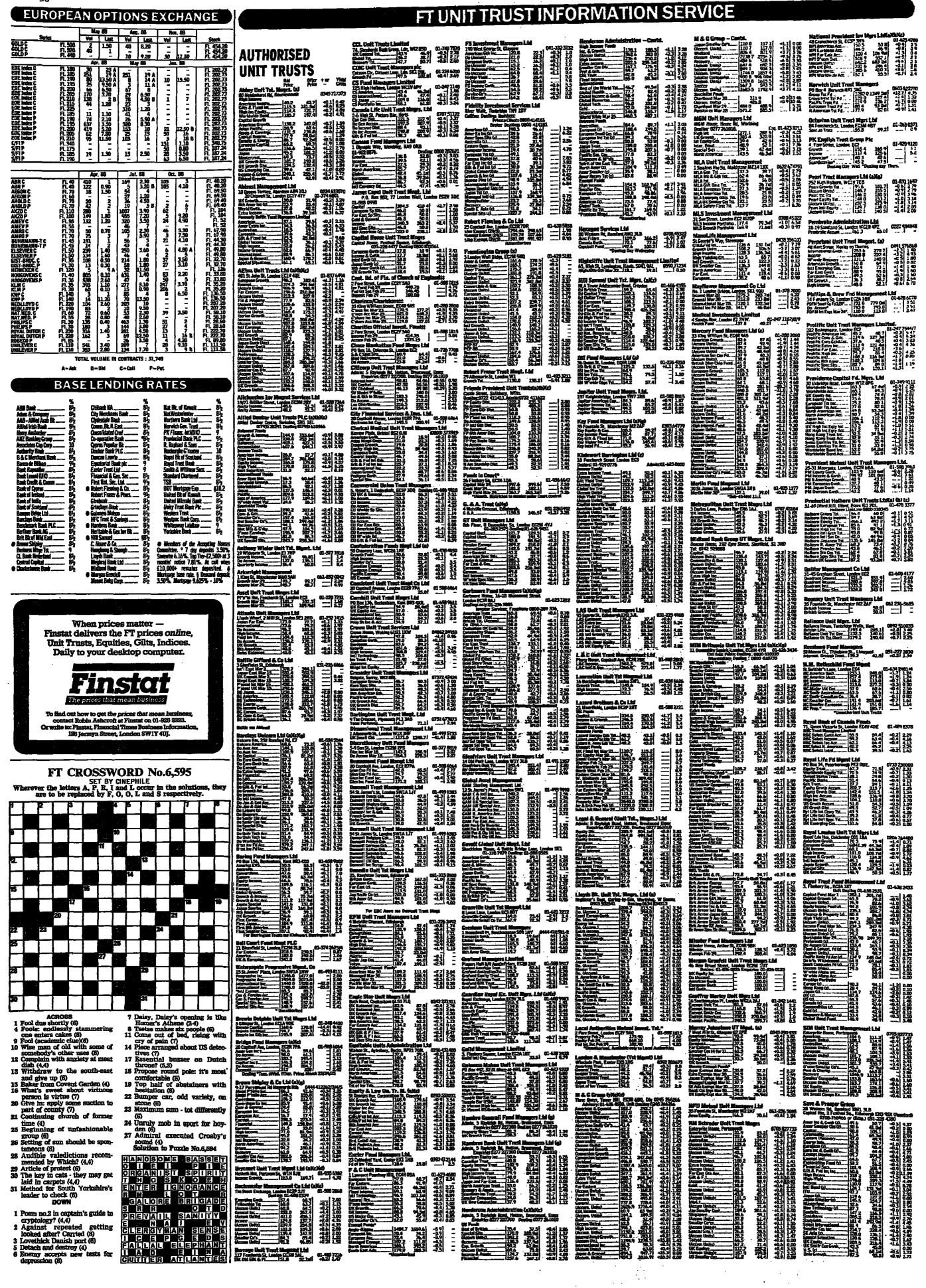


EVERY DAY, IT IS. COMMONPLACE, IT ISN'T.

> HEATHROW TO OPORTO - MON 17.45 HEATHROW TO OPORTO IEATHROW TO OPORTO WED 17.4 HEATHRÓW TO OPORTO - THUR 17.1 FRI 20.1 HEATHROW TO OPORTO. HEATHROW TO OPORTO HEATHROW TO OPORTO

ONLY TAP FLY DIRECT FROM HEATHROW TO OPORTO SEVEN DAYS A WEEK. FOR FLIGHTS TO LISBON, OPORTO, FARO, MADEIRA AND THE AZORES PHONE LONDON 01-828 0262, MANCHESTER 061-499 2161 OR PRESTEL 344 2602.

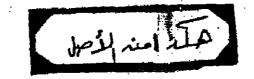




0.4 0.5 0.5 0.5 0.5 0.5 0.5 0.5

## ET LINIT TRUST INFORMATION SERVICE

Phoenix Assurance Co Ltd  Promit House, Reddill' Hill, Bristol  1272 294941  Prodential Assurance Co  September Fell 128.5 125.3	TSB Life Lid  TSB Life Lid  ### & E Financial Management Pic  Charitan Pi, Andrey, Back, SP10 282    Charitan Pi, Andrey, Back, SP10 282   Charitan Pi, Andrey, Charitan P
UK Equity Acc.   16.5 A   172.0   40.4   70.00 Berillation St. Lundon WILLE   11.40   11.57   11.50   11.57   11.50   11.57   11.50   11.57   11.50   11.57   11.50   11.57   11.50   11.57   11.50   11.57   11.50   11.57   11.50   11.57   11.50   11.57   11.50   11.57   11.50   11.57   11.50   11.57   11.50   11.50   11.57   11.50	Managed Provider. 517.6 544.9 44.4 Page 18 Francial Management Ltd Page 18 Francial Management
American Tom. Acc. 10.7 66.0 1.8 Productive Temporary 1st Acc. 10.7 66.0 1.8 Productive Temporary 1st Acc. 10.2 8 171.3 1.8 1.8 1.8 1.8 1.8 1.8 1.8 1.8 1.8 1.8	Deposit   10.5
Hameson Fount   20.01   273.81   -6.01   Shorter Standards For Fil.   20.4   -99.4	Secial Stantises   177 & 28.0   1.5   10.0
Pen Frait fel'elètezi. 42.2 45.3 4.7 5 pen Frait fel'elètezi. 42.2 45.3 40.5 pen Frait fel'elètezi. 10.5 6 pen Frait fel'elètezi. 10.5 6 pen Benevit fel'elètezi. 10.5 6 pen Benevit fel'elètezi. 10.5 6 pen Benevit fel'elètezi. 10.5 1 pen Benevit fel'elètezi. 10.5 1 pen Benevit fel'elètezi. 10.5 pen Benevit	- Since   Plan
German   190   100	- Persion Managed Fundors
Particle Funds	- Department Expense   74.6   - Target (d)   96.5   101.6   -0.44   - wild Expense (forcing   1.00
Property   181.0   191.0	Strong   Initial   10.4   10.5   10
Part   1.51   1.52   1.53   1.54	Received Family   19.5   19.
High top Peer Acc.   125.2	Manageri
Perfolio 2001 132 2 137 1 07 - Process of the Proce	Pens Bergh American
Bertfelly S. James.   90.0   91.0   CD   Carture's Pen Hings   140.3   147.7   40.5   Pen Utilized   357.0   377.0   40.1   Stands T38 Blammed Funds   FS. Branger Peri Str.   94.7   94.7   94.7   94.7   94.7   94.8   94.7   94.8   94.7   94.8   94	Subtant Nove, Otherop, 872-241
Special Man, Iof, Full September 1978   19	Commonweal   1917   1918   1917   1918   1917   1918   1
After, Fund (J)	25 are Section Price 1 1.04 - 0.01 - 0.04 - 0.01 - 0.04 - 0.04 - 0.05 -
Preparety Exercit President A. Hamilton Life A. Univ	APM Manipul Sci. 164, 1 153.7 +0.4 - Workfam Day Famil: 33 138 - Growth Portfolio. 78.0 83.4 +0.7 - FFW Fittings Famil: 30 138 - Growth Portfolio. 78.0 83.4 +0.7 - FFW Fittings Famil: 30 138 - Growth Portfolio. 78.0 83.4 +0.7 - FFW Fittings Famil: 30 138 - Growth Portfolio. 78.0 83.4 +0.7 - FFW Fittings Famil: 30 138 - FFW Fitting Famil
Prop. Prof.   Col.	Address   Control   Cont
Providence Capital Life Asset. C6 Light 30 Ushridge Ri, London W12 BPG 30 Ushridge Ri, London W12 BPG 31 Ushridge Ri, London W12 BPG 42.5 Ushridge Ri, London W12 BPG	1.65 Nam 1.96
Free	SF Pris 071 Feb Pr.   11.096   11.00   10.00
Property Initial 191.8 etc. 2 - Oil & Eurys 122.1 127.5 - 1-9 - Fined Interest 129.3 137.2 etc. 2 - Oil & Eurys 122.1 127.5 - 1-9 - Fined Interest 129.3 137.2 etc. 2 - Oil & Eurys 122.1 127.5 etc. 2	Citrum From State   General Control From   Ge
Secretar	FPS Meaningment List.  14.1-000 Fort Rg. Historia, 955-2 R.  14.1-100 Fort Rg.
Money Acc.   108,6   114,6   40,1	Fritzgratik Lid   Service   Service
Hong Rings Acc.   36.1   36.1   -6.4   - Paramount Inc Gib Rid.   49.8   -	#5 Causel Name 1   100.5   100.7   100
Interior local Fd.   122.0   128.1   -0.2	PS their Pert   10.00
index Lanter Giff Inst	1-77 Mat   1-74   1-7
Harmord int	CW Profile Max.   49.7   40.7   40.8   40.7   40.8   40.
Finel between tell 194.4 10b.1 10b.7   Geldman FF   10b.7   10	Control of Control o

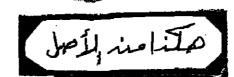


100	and the second s		<u> </u>				. <u>.</u>	<u>.</u>
N. St. Wall	Financial Times Thur			DWAE			- سانسون درسانی کی	39
0 40 4 40		NIT TRUST INFO	DRIVIATION SE	RVICE			HARE SERVI	CE ( A COLOR )
	The Franch Provide Fund 20 Bestmart Edward Street, Lor. SSZ 20 Equivalent Fund Limited FF772.67 Franchiser Fund Limited	20 Bled Empirical Sanais, Legenhours, 414 352 21403	Lingus Intl. Money Market Found Ltd 90 Sen 135, 9. Peter Part, Cairmer 1940, 2998 Australian Bellar ASE 542	Orbifer Baharnte: List Freierik St., Ber 1992, Rassin, Beharme. Th. 201 Orbiter Greats Face. 1910;05 4:4660	BRITISH FUN St. 1997 (et ) Stack   Prince   Prin	RITISE BRITISE	المرابع المرابع المرابع	FOREIGN BONDS & RAILS
- Park	PG Box HM1735, Hamblian, Serumia 209 295 744 MAY No. 14.1.154.12 4.41 GT Instrument Hopping Co SA 2 Boulerard Royal, Layumbarry Tel. London Applic 1. 5337.5 4.0.251 0.30 GT benchmark 14.01.1 5337.5 4.0.251 0.30	1980   5 med   133,577   41,77   40,02   180	PU Sec 136, 52 Peter Fry L Sarrager Austration Boilar AGE D42 Austration Boilar AGE D42 AGE D43 AGE D4	PFC Internati Portfolis Fd Mart Ltd PS Set 3592) How King Section Fd. St. 650 2 2450 Balanct Growth Fd. St. 650 2 2450 Balanct Growth Fd. St. 650 2 2450 Sarriag Income Fd. St. 650 L 600 Sortige Regree Fd. St. 550 L 100	**Shorts** (Lives up to Fi - 1024) 978(2m) 101; c. 82	High Law Stac 9427 61 & (roug 8gc 2004 1018 89 & Comp le 12 1018 89 & Comp La 20 99 & (roug 8pc 12 99 & (roug 8pc 12	Price   +ar   Price   Side	0Greet 7pr Ass. 45 45 130 77.78
1	CT Management Pic . Sta Floor, 8 December St. Louise CC2N 4Y3 Textus 2015 Teler 804 (0)	Services Sub-Fil.   \$4.00	Laurier Interstate Frend Managers List PO Box No. St Peter's Part, Georges 0481, 26521	PES Informational 801 Bristell Annual, St. 1301, Milmat, FL. USA PES Value Fol	- 1018 988 mes 9 pro 6 88 18 99.9 93 M littles 91 pr 6 88 10 1013 98 M little 91 pr 989 100 - 1024 97 M little 11 pr 1999 100 - 1024 97 M little 12 pr 1999 100	10.46 2.55 11.770.11cm; 74.65 20		55 kings 24 Acc 12: 2011. 1391 + 15:00 10:45 11:25 kinches 24 Acc 12: 2010. 1391 + 15:00 10:45 11:25 kinches 24 pc 9795. 1393 at 4 9.75 9.55 9.55
	Acad Str. Economy	Houserson Global Strategy Magnet SA 20 Bod Evanshed Gross, Luminoury 910 352 22502 Heathree Makel States Faul Borth An Perchica Co. 54 0.466 40.01 Extraora Perchica Co. 55 0.00 UK Grouth Perchica 60.80 0.26 UK Grouth Perchica 61.80 0.26 James Perchica 61.80 0.26 James Perchica 61.80 0.26 James Perchica 61.80 0.26 James Perchica 61.80 0.26	MFM Ltd.   100 Miles   100 Mil	Preffic Basks Frank Ida Besterry Bryst, Laurebases MAY Cotronical	99-5 674 (1983 Sp. 1787) 99-104 199-110	144+1 10.30 8.76 34.2 291 Frees. 30c 66/ 17+4 9.85 8.75 294 24 (Consols 24 pc. 34-1 10.67 8.72 291 24 (Consols 24 pc.		AMERICANS
-	Auch GH Céay CO	Section   Percent   10.56   10.66   10.01	March 20 Coryman   Lin   20.49   25.51	2. Sociemal Royal Literaturas Sci. 46 Parissian Board Francis SA  10. Bosineari Royal Literaturas SA  10. Bosineari Royal Literaturas SA  10. Sociemat Royal Literaturas SA	71 1112 104   Free 13ac 1990s 13a - 106 5 1000   Exch 11c 1990s 13a - 110 1 101   Exch 125 pt 1990 13a 93 2 84 - Free 3ac 1990 9 110 2 33   110 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	100 100 100 100 100 100 100 100 100 100	(1) (2) 184 194 194	17/88
the Management and	GT Bond Frent Cd	Hill Samuel Fd. Mogrs. (Georges) 146 PO Box 16, 35 High St. St. Peter Part, George, 17	M. & G. Litzmer Franch Pil Bra. M. S. France Foot Commany Pil Bra. M. S. France Foot C	Perpetual UT Magra Cleaser) Ltd. PO Box 459, St Heller, James 4534,745	102-19 96(frees, Spc Or 1990	7. 1. 2. 2. 2. 2. 2. 2. 2. 2. 2. 2. 2. 2. 2.	1203.9	
	GT Riche Pfinder (d)	James, P.O Bon 63 - Telen 4392278 Tel 0534 28029 Bonse, P.O Bon 63 - Telen 4392278 Tel 0534 28029 Bonse, P.O Bon 5222 years \$1,2250 year \$13,23651 CPCO HIII Sensori	90 Bax RM 1727, Barniton HM GX, Bernado	Stribers latt Gords Fd 12-146 2-1558 Officer Am Cold Fd 12-149 2-271	110 <sup>1</sup> 90 <sup>1</sup> [res. 16c Cr 91 21 16 109 <sup>1</sup> 101 25 min 11c 2991 16 99 11 16 min 3c 1991 16 116-1107 27 min 12 in 1992 16 116-1107 27 min 12 in 1992 16	5.09 7.86 11.0 64.1 h. 5.5% 10.0 11.0 44.1 h. 5.5% 10.0 11.0 4.0 11.0 11.0 11.0 11.0 11.0	120   120   14	14-1-1 American - 28-1-1-1 - 28-1
		HIB Sammel Investment Services lett Sixtor Jenny, PO Ros 63 Teles 45 (22774 14 0254 2402) Service, PO Box 63:22 Teles 45 (22774 14 0254 2402) Service, PO Box 63:22 Teles 45 (22774 14 0254 2402) Services from 15 (15 11 12 14 14 14 14 14 14 14 14 14 14 14 14 14		Pierrant Heldring & Pierrant P0 Sto 203, 1900 At Anstronom Tokyo Pro Starreth N	1021   991   201   105 pc 28	561 + 6 223 8.53 -64 + 6 99 8.94 -64 + 6 99 8.94 -65 + 6 3.51 -7.05	1365.3 79 1 2 350 357 27 1255.3 79 1 2 350 357 27 125 26 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	4 Ließerbleiten Sterl SR 111 + 1 624pillo-Raf Labs. Inc. 'A' 967p +34
Allege Stage	Garbriote Fund Managers Life, Agents Garbourt Hose, 16-18 Managers Street, 01-623 1212 London (SCR GA) (MISSIN Services: Fungables 0800-987 366 Garbourt Fund Stangasts International Use 5 Caledonia Pincs, 91 Hollon, Journet 234-27301 Capital Standays Funda (MISSIN April 1884)	Storing Managed	Sian International Futures Separany, Love Thomas St. London, ECS 81-626-8788	Premium Life International Ltd PO Box 161. 9 Peter Part Secretary 0460 2170	1	THT DAY	IK AND O'SEAS 밝	104 Califer let S1 134 -4 S1 20 - 47 124 Carnetell Sono 15c 142 840 - 32
	Capital Startings Food Util Cell Capital Startings Food Capit	Selection (VIZI)	### GTD LTD-12-194	Projected Performance Fund	95 4 824 Familia 50 1993: 91 125 Juliu 17 mas 13 to 1993: 15 155 Juliu 17 mas 13 to 1993: 15 159 1117 heat 14 to 1994: 124 124 1117 heat 14 to 1994: 124		RLING ISSUES    1230	24 f. Caterpitar for S1
	Aust. bir Diponti F4. F7/10.009 +0.000. 515 Fresch Franc Rep F4. F7/10.009 +0.000. 515 No American 64 51.59 +0.02 -0.000 Parit Belle F4. 52.00 +0.00 -0.000 British Festival -0.00 +0.00 +0.00 -0.000 British Festival -0.00 +0.00 +0.000 +0.000 British Festival -0.00 +0.000 +0.000 +0.000	Marie Bank Capacit   ST 127   1283   -   -	Manufe Referentiated Ltd 1 (40 1229) 1 (40	Previdence Capital Interactional Ltd	1975 97 5 Freez 10m La 1996s. 199 120 5 105 H Each. 12 pt 1994 111 101 92 17 rest 9pt 1994 91 101 92 17 rest 12pt 1995 111 104 105 17 rest 12pt 1995 111 104 105 17 rest 12pt 1995 111 105 105 105 105 105 105 105 105 105 105	1	1070 1071 + 1 10.36 10.26 224 1220 1201 1201 1201 1201 1201 1201	19   Koligate Patanolhe SI.   23
	Serving Deposit F 4	Serving Books	PO 60: 92 St Pear Part, Germany 10:00 12:3943   Delta 23943   Delta 2394	200   0.00   0	82. 7 Each 3a Sa 9.75 50.1 105.9 7 Each 10 Leg 1995 100 1226 110 Leg 1995 100 1236 116 Leg 1995 100 100 116 Leg 1995 100 100 116 Leg 1995 100 100 117 Leg 1995 100 127	영화 [유래 장시 CURPUR	ATION LOANS	7 (Danso of) 40c. 10-15-15 (Dans Corp. St. 20-1-15-15 (Dans Corp. St. 20-1-15
-1	Countral Strating Portfolio Limited 1 +0.01 7.67	1935 Global Funds Literited claimers. But of briant (1956) Limited, 20 Firsh Mt. Dogiston, 1966. Tol (2012-2016) Takes 629-720	2. Rominand Royal, Long-thours, 1		87.6 51 tablements in 1745-56. 347. 108.8 954 Contention 109 1996. 126.4 1131-5 tress 131-56 1997: 122. 111.8 924. Each 101-56 1997: 1877. 101.2 8814 mes 31-st 1997:	11.49   4.39   110   1078; miorian 12.5   110   1	1991 1651 1281 9.83 445 2 1114 17 10.34 10.24 645 92 938-25 724 9.00 624 938-25 10.71 10.35 225 10.51 10.51 235 10.51 10	Schritterper Sc. Cor. 121, 111, 111, 111, 111, 111, 111, 111
- M 64 1	Gardware Fell Mayer (Fee Earth) List (abb): 3608 Fee Cartainey S. & Douasanghir Phara, Castrani, HK Australia Yai Mar 28	led 15th Gords (10.66 11.18) and 15th Gords (10.60 11.18) and 15th Gords (10.60 11.18) disph became city (15.13 15.64 11.18) alterations Closel (10.10 11.00 10.77 11.18) between the company (10.60 11.18)	M. B. O'stern Hingd.   98.2 163.3   17/16.72 MCM Britannia Indonestinan   Limited PO Box 271, Overstany House, Quan Street, St. Heller, Justin C. III Small and John Land Land Land 1829   733.14	Sed Preparty 51.179 2507 Sed Correcty 51.602 1899 Sed Service 51.602 1899 Sed	140, 123, 15 cm 197 198 198 198 198 198 198 198 198 198 198	COMMO	F207. 104 105 10.40 105 10.40 105 105 105 105 105 105 105 105 105 10	21 fi Sec. Elect. 63c. 32 - 1
20 mm   20 mm	Submount Portfolia	The Lottin Fund  101 101 102 103 104 105 105 105 105 105 105 105 105 105 105	All Parks fact delsy actives representational.  Staffing Remarked Receive Pearls.  Antivirus Equity (ed.). 151.055 1.08 nd0.071 3.07  Justin Lee, Scienkis17.20 1.866 -0.072 1.87  Justin Child17.20 1.866 -0.072 1.87  Justin Remarks and December 1.87  Justin Remarks and Dece	Ferother prices ring 0451.26726-9	106.5   92.65 Treat 94 pr. 1990tt   182   124.5 104.5 Each   12 pr. 1990   119   119   93.5   119   93.5   111.5   93.5   125.5   12	7.85 8.87 9.89 9.10 928 9.10 78 65 0.0 42 pc 80 78 9.10 1.10 9.10 1.10 1.10 1.10 1.10 1.10	2 95 +4 7.80 9.30 155 64 7.80 7.10 9.30 155 64 7.10 9.10 9.10 9.10 155 64 7.10 9.10 9.10 9.10 9.10 9.10 9.10 9.10 9	5-54 bloom Group S1. 588 - 4 200 1.6 201 1.0 202 1.0 203
	PU BOX 32, December, Lich of Ham 06,04 276,20 hat her Mar 241	20007 Dec Entinenes Soure, Hais (Ing. Tel: 03 214931. The 61413. Far 859127-86719 Altin Grouts Front	American Inc Berts Ed. \$1.233   1.904   -0.005   5.85   1.504   1.717   -0.004   5.85   1.504   1.717   -0.004   5.85   1.504	Harmoni Startina 1720 5 120 6) -0.0001 5.07	98.5 92.5 in 84 pc far Cr 1997 19.0 19.0 19.0 19.0 19.0 19.0 19.0 19.0	UI+5   9.46  9.23	OANS 254 418 119 Societies 254 11481 189-1 294 297 152	281 Peterswell SL 2.
,	Sterring Manager (d. 1279-33 286-77) — Datas Manager (d. 1279-33 286-77) — Gently St.	ITEC School B.V. PG Stor 76, 1000 AS, Ameteristo, Holland School BPT121.70 40.720 2.04 5.00 Interestrict, Fund. School BPT121.70 41.721 2.04 5.00 Interestrict Fund.	Nurse   Nurs	Dollar Deposit S10.00 10.00 +0.02 2.42	1109 95 Enversion 1/1/2 2002 1864, 179 94 4 (rest 94 pc 2002 184 100 69 kmsh. 9pc 2002 98		14.88	788 charles S1
and the same	Global Asset Management Carps. PO Bor 119, St Peter Port, Germany Fundal States Called	2. Routeway Reput Landshared SSR. 100   47911   1500   150	Service Search (Co. 15.1.25)   1.00	FO Sec 109, S. Auller, Jerry 0534 3778; Israer 6, E. B	Over Fifteen Years 136(1198) ress 136 pc 2000-03	10,50   9.48   100.50   10.5	8. 1003 1076 98 331 8. 1880 1056 913 334 88. 1805 144 1035 922 48 981 105 107 9.29 919 28 1005 107 9.72 9.28 155, 1005 107 9.73 9.31 255, 1005 107 9.73 9.31 255	188   Active of Open St.   198   Active of Ope
in again in the	GAM ASEAM SET OF GAM ASEAM SET OF GAM ASEAM SET OF GAM ASEAM STORE STORE GAM BROWN WILL STIA, 446 GAM Friends STIA STIA STAR STORE STIA STIA STAR STAR STAR STAR STAR STAR STAR STA	International Cash Partfolios 251 S. Laix Ave. Passena. CA 91101 USA C211 ANI - 2710	IS Figurated Inst.*	10-12 Chris S. Lundon V.I. Clark B. Co. A G9 1991 Chrys May S. C. Chrys May S. Chrys May S. Chrys May S. Chrys M. Chrys	156.8119.81/max. 134.pr 2000-03.   139.   111.1   96.5   17ess 10sc 2003.   139.   121.1   96.5   17ess 10sc 2003.   137.   121.2   106.5   17ess 10sc 2004.   137.   121.2   96.8   17ess 11.5   12.5   12.5   13	3 + 10 1 2 48 1 100 1 79 1 0 2 1 2 2 1 1 1 1 1 1 2 1 1 2 1 2 1 1 1 1 2 1 2 1 2 1 1 1 1 2 1 2 1 2 1 1 1 2 1 2 1 2 1 2 1 1 1 2 1 2 1 2 1 2 1 1 1 2 1	21 100 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	334 NaviEXS.  134 PHH.  134 PHH.  134 PHH.  134 PHH.  135 Pacifican St.  134 PHERIT St. 00:  135 Pacific Telecis 10:  135 Pherit Telecis 10:  1
TO AMERICA	GANS Entron 1982 62 62 63 64 64 64 64 64 64 64 64 64 64 64 64 64	International Speciality Fund 10s, Resident Repol, Lammboury 1nd Speciality 510.89 (952) 408.30	Minerals, Gils Res., Shrs. Fd. Inc. På Box SSS, St Heffer, Jessey Manes Minr 24	Smortum Fei WY Cornchy 117 Ribersylle, Lordon, EtzW379. 01-383 2001. World Trate Center, American (III-000)(III gentum Paul	1328 1150 ress 12 pc 2003-05 127 9488 81 press 80 2000-060 191 1104 950 ression 94 pc 2006 105 1264 1056 ress 8 pc 2007 8 129 992 85 \$1 ress 8 pc 2007 8 129	11-11 9.83 9.18 90-2 30-2 mee. Wir. 30: 10 10 10 10 10 10 10 10 10 10 10 10 10	478 +1 6.52 10.04   33   35   36   36   36   36   36   36	12Primerics SI
يوي برسمير		Total of a Total of All of the Control of All of All of the Control of All	MadS-Corrency Band Portfolio 2 Reviewed Style, L.   512.54	Constant Front 1(in Bostoner) Royal, Lournhaury Openior, Final Rev	104 90 piress. 9c Ls 2008 A 9933	107 995m in ini 111 pc in 12 13 15 15 15 15 15 15 15 15 15 15 15 15 15	11 10 1835 14 11 13 9.44 77 184 195 195 195 195 195 195 195 195 195 195	164 Sam (# 5117) 22 51 20 - 10 84 Sant (B. F.) 51 22 - 12 24 Southwesters Bell 51 175 +4 52 52 - 65 Carrtinated an next page
eren az	GAM Restructuring lac S133 D4 CAM Sensor Release S111.26 CAM Sensor Release S110.26	Holiday Property Bond_[20.84 0.88]	Harring, Johnstane (See. Advisor)  Vitta Mile S, Gisson E. 1992  Harring Service S. 1992  - 19	SJ-65 Genhard St. Landor ECS/TALI (1.400-4177 Research Prof. 15474-57 - 1.400-4177 Re	Schraders Asia Lincitud 25th Floor, 2 Exchange Se, Hong King. 5-211	Therefore Management Ltd. 33 Caractle Space, Laples WIN 74F. 61-4938	Washing Invasionet Management Jer 545 – Could	Say List Stank of Stational St Thronizedle St. ECT 2ETA.  Many Mic Copy 65, 27, 20  Sold Red Many 100 5, 961 8, 201 Abb
1. Am	CAM (190   1111   27   1111   27   1111   27   1111   27   1111   27   1111   27   1111   27   1111   27   1111   27   1111   27   1111   27   1111   27   27	PO Bear 208, St. Peter Pt. Germany. 0461,26268 Euro-Priet Trest	Parties Depoid. 122.2 19.9	oproter international management LM PV Box 205 S. Prior Per, George D. 940, 25566 George George George George George George George Levy S. 255 2, 242 -0,07 -0,08 -0,084 levy S. 255 2, 242 -0,07 -0,08 -0,084 levy S. 255 2, 244 -0,06 -0,084 levy S. 255 2,	Action Fard Commany & Bear (7) In. 15.44 1.74   Commany & Bear (7) In. 15.44 1.74   Commany & Bear (7) In. 15.44 1.74   Commany & Bear (7) In. 15.45   Commany & Bear (7) I	Add Sangaron Paul. 97.34 2.7059 e0.00 Estero Constate. 97.34 2.7059 e0.00 Estero Constate. 93.80 A.9750 e0.01 Estero Constate. 93.80 A.9750 e0.01 Estero Constate. 93.80 2.702 8.2110 e0.04 Extra Constate. 93.80 2.702 8.2110 e0.04 Extra Constate. 93.80 2.702 e0.07 Intel Oper Fred. 93.81 27.495 e0.09 Intel Oper Fred. 93.82 27.495 e0.09 Intel Oper Fred. 93.82 20.655 e0.08 Pocific to Fred. 93.82 20.655 e0.09 Pocific to Fred. 93.82 63.85 e0.09	Hartery Honey Hunter Treet List	Barclays Prime Account
and the second s	SSAM in the SSAM i	Aften Fund  Einhald Lap Portfolio \$2,200 2.100  Einhald Saxies For (birtis \$1,595 2.001 40.015  Einhald Saxies For (birtis \$1,595 2.001 40.015  Einhald Saxies For (birtis \$1,595 2.001 40.015  Einhald Saxies For (birtis \$1,595 2.00 40.015  Einhald Saxies For (birtis \$1,595 2.00 40.015  Einhald Saxies For (birtis \$1,590 2.00 40.015  Einhald Saxies For (birtis \$1,590 2.00 40.015  Sharling (birt Portfolio \$1,590 2.00 40.015  Einhald Saxies For (birtis \$1,590 40.015  Einh	## 19   10   10   10   10   10   10   10	S. Julium's D. Cheminy O'C. American Fil. (A.02 426 40.00 0.46 O'C. Chemin Fil. (A.02 70.16) 40.0 0.46 O'C. Chemin Fil. (A.02 10.40 40.0 0.45 O'C. Chemin Fil. (A.	Find Free St.		- bered Gelider   DF1273.16	
	John Gerett Magnet International Lid	Petter Porticio 22.085 v 2.090 Yen Porticio 1000 L.000 Destabant Porticio 51.00 1.000	10 Accept 97.3 105.6 47.1 75.0 105.6 77.8 175.5 175.6 175.8	OCIRL CS	Scientar Warter/de Sciention Famil Limits PO Box 330, St Heller, Jessy 6531 34 Emitr Chan Fund	Tiper   State   12   22   23   23   24   24   24   24   2	Section From   CLUM   1,004   eggs	- Breven Steinber & Co Lbs - Fonders Cart, Lottiner, Luxion ETZ, 01-405 9833 - 123 - 123 - 124 - 125 - 126 - 127 - 128 - 128 - 129 -
•	John Gervelt Magnet International List PTO Box 202, S. Peter Prot. George; C. Goort int'   Magn	GPO Box 11448, Hone Kone JF Jugan Transis*	Mil Sotome & Greit, Fel Boslovic Boya, Lexicology for 50	SOSI SF	American	15   Deliter	50 Australius Fel. 58.73 9.37 +0.1  European Fund. 57.08 18.25 +0.0  63 European Gen Fel. 57.13 9.77 -0.0  6454 South Fel. 57.13 11.72 -0.0  6454 South Fel. 57.15 11.72 -0.0  6454 Shan Der Fel. 57.15 50.46 11.17 -0.0  6454 Shan Fel. 7 58.44 -6.90	17.50   Charturisatus Rassit Limited   1   Pateroster Row, ECNN 7091.   01.240 4000   1   1   1   1   1   1   1   1   1
	PO Box 73, 51, in life 7, depay 15, 12, 12, 12, 12, 13, 15, 15, 15, 15, 15, 15, 15, 15, 15, 15	## Alson Transist"   17,00   11,00   477   15   45   477   15   45   477   17   477	All Schreder Fin Higgert Int (154 000) 20739 (105 000) 20730 (	Color   Colo	Workfolds   152-11   1127   12	Top Brand Fd Int I KAV	age depail Felds	Chilianak Savings Si Marties for, Elementshith Grow W6 01-741 4940 Hard Marties for, Elementshith Grow W6 01-741 4940 Line Marties for, Elementshith Grow W6 01-741 4940 Line Marties for Chilianak Chilianak Chilianak Chil
	Serting Low Stat	Functional Tailor 31.86 12.62 43.00 42 Farmers (assembly 19.83.4 9.18 0.07) 42 Farmers (assembly 19.83.4 9.18 0.07) 42 Farmers (assembly 19.83.9 9.14 40.65 — Farmers (assembly 19.83.9 9.17 9.17 9.17 9.17 9.17 9.17 9.17 9.	markes Fund	Control   Cont	Seringeour Kenny-Ent Magnit., Jensey 1 Caring Coss, St. Haller, Jessey 2534 731	- Tuesce statement University Limited P1 Box 200, S. Parry Part, Sperry D401 260 P1 Box 200, S. Parry Part, Sperry D401 260 Polit bash Hargari Fd (50.787 0.894) 40.002 Polit bash Hargari Fd (50.787 0.894) 40.002 P1 Janes Ford (50.81 0.106) 1.06 - Smille Politi His Fd. (50.00 1.06) - 1.06 Smille Politi His Fd (56.619 6.652) 40.002	<ul> <li>Warkery Inv Maguet (Isle of Marc) Ltd.</li> <li>4th Floor Victory Rss. Present Hill. Decolar. Sci.</li> </ul>	Co-Statewithin Road Channa & Same
	Grafund Invest Managers (Cornetter) Lid	London Agents: Robe, Floreing & Co. Tel: 01-638 5030	Popul Pari 51.434 1.525 +0.017 0.94 Paris Paris 51.434 1.525 +0.017 0.94 Paris Paris 50.724 0.72	Print   Prin	Same Informational Trust Fund Marx Koren Inger Trust to Ltd innius Reprisentative Office   Europe No. East Scattlefield, Loudon El 964.03-982.26 ANY 1991 22,792.29 libritative USS29,822.66	Transported Board Trust	Nerc helf Fand 197.7 114.0 4024	2765 76-00 Content EC3 01-426-543 01-426-543 01-426-543 01-78 02-500
	PG Box Bb, Generaly, Council Islams, Colon	Abort leave, St Pater Pert, Georges  J. & Scriptory Food Therapose Manager for 1888; prices  L. J. Starting Food	mm form / red 2	DOST, Mars	Singup International Fund-SECAV  2. Sundayard Royal, Lapendown  SELIA I		All Rose, Grandle S., S. Helfer Design: 1524 5960  Mindel Japin Trest	9760 Create, Primoth P.1 SAB 6.221 6752 673873 6.321 6.721 Gr 6.221 6.22
	Germon time Ligarium 66 From Steer, Hamilton HM12 Berntuda Norrill Fresh lett 4. Co. et al 16.2. 27 Freshort St., London. ECZA 01-382 8858 Slamena Lebrana Orde Intl Ear 12 (Nort-Germone St.), London. W7 07-493 2002 Production-limits Germone St., London. W7 07-493 2002 Production-limits Germone St., London. W7 07-493 2002 US SAP 500 inter Ser 1. (22-90.0: 200-60) +2-01 3.22 US SAP 500 inter Ser 1. (22-90.0: 200-60) +2-01 3.22 US SAP 500 inter Ser 1. (22-90.0: 200-60) +2-01 3.22	Kitelewart Bessen Group: 29 Festivard St, Lindin ESS 40 Hosmard St, Li	Paper & Materia	Royal Bank of Councie Funds	Singer & Friedhauder Ldu. Agents 21 New St. Nichospace, SC244 SN2 Tolog Ust Mar Mer 2. SX2.75 Switer Ca. Fel Mar 18	Description	Augtralisale Equality	- Elb,000- 17.5 6.5 8.41 Gr - Carofund Mans/Allied Irish Bank High intrest Chone Account - Planter Hall, 8-9 Austin Frient, Landon EC28 24E - CL500- 17.50 5.87 8.29 Gpr
. •	Goiseness Flight Fund Myrs (Gentsey) Ltd P0 Bot 180, St Peter Port, Gerney 0802 29506 EFF Message Carrow Fund Gallin States 150, 50 9 37, 48 55 55 55 55 55 55 55 55 55 55 55 55 55	Dominion Str. Inter Fil. 35917.74 - B Forthering Spatial Fund. Str. 3797.4.90 - S Forthering Spatial Fund. Str. 3797.4.90 - S Forthering Spatial Fund. Str. 3797.4.90 - S Forthering Spatial File Str	100   100	PO Box 246, St. Peter Fort, Germany PO Box 246, St. Peter Fort, Germany PO Box 246, St. Peter Fort, Germany Politics Fort St. St. Peter Fort, Germany Politics Fort St. St. Peter Fort, Germany Politics Fort St. St. Peter Fort St. St. Peter Fort St	\$ 105 00 Sections 8-79, 3789  Seetly let, let.	Tynchil Inheractional Generatory) 1.55 Borney Ha., St. Peer Port, Carstory Dollar lee & Growth, Sl. 11 1.156 High bounts, St. 11 1.156 High bounts,	Control Entity	Handberctysle Finance Group   0256.946913   Carloy C. Windstar M. Oxfordistr   0256.
	Sterling 615 641 7.80 Yea 9609 301 3.49 Doutschemark 9815 857 25	NO Bits 44, Corrusty, O.  Stortmay Are.  Since Stortmay Co.  Since	Corrusty 55.762 1.040 40.000 4.51		Hard Correct St. Offic 1 1075 Epity God. Sacrice Generale Marchaet Bank pit: 616-standard St., Lunion ECO 057 9780 01-626-462 FF7 Stone Marcin Lot., FF7-001 9,780 01-626-462	Tymball International (Isla of Man) 144 Kentoptor M. Bought, bolt. H.I. Gir, and Briting	Storing Money Martel	- Legal & General (Moory Magrs) Ltd 355 Exten Ross, FW1 346 01-388 3211 High let Dep Acc
	USS Money Fund	(2) Jupon Foot	is developed Use Amanquare Inc., Life*  op. Councy Life Trans	9481, 710598.	Standard Bush Fund Managers 11 Kirr Furt, Assa, S15 T05 12 Kirr Furt, Assa, S15 T05 13 Fund 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	Tynchell Informational Clarace Ltd (Carrier Dr. Charles Dr. S. Refer, James 2544 1733), 2 (2015)   10	Wellingfore Fd Magers (Guerrasey) Lid PG Bas 208, St Pear Pt, Guerrasey Intel Growth Fd	13,000 6.4 5.0 7.01 Mee 24,248 53,000 6.9 5.4 7.38 Mee 130,000 7.4 3.8 8.16 Mee
	Sering (nd Lin Can Fd (10.35 10.41 2.5	Regiling Curriety Fd. 55-922a 48.0019 - 96 Sp. Franci. 57-10.0013 48.009 - 96 SS Curriety Fd. 511.3009 48.0026 - 96 Su Curriety Fd. 71078.7995 40.1193 - 86	otional Michael Imperance Co (Bernanda) List I San Rong Kai Costre, Hong Kong 5,757/22 inti Muga Frant	S& Do Williams Day F \$50.771	Situation of Charles and Offs. Mesent Mick Front 10 Sec 122, St Heller, Loste Sarylina	Tyuciali Juteruntjetui (Jeragi) Lid  Zarrici De, Chriss S. S. Befer, Jerre  1	World Bond Fand BAV J \$18.70	M & G/Kleiswort Bencom M & G/Kleiswort Bencom M & G He. Victoria Ri Chelmolord VLLTA (12,300)
1.46 <sup>3</sup> 26	Contai Carrie 1 549 94 50.72 115 Contai Carrie 1 549 94 94 94 94 94 94 94 94 94 94 94 94 9	0 8cc 44, George, C. 240, 27111 22 panic Fort. 125.90 6.351 -10.63 E. Corta Growth Treat	d. Wigstantinster Jersey Fd. Mayr., L.M. (2004)  12. Brood St., St. Maley, Jersey (2004)  13. Brood St., St. Maley, Jersey (2004)  14. Brood Fd (2004)  15.	Regnet Life Smith. Life	### SECTION   PROPERTY	Portfolio Sel-Far Ent. 1867 1730 (2)	World Capital Butts Fol-SECAV Manages: PO Sec 190, St teller, Jersey. 0534 Madd Capital Admits. 552.07 The African Asset Mays Landon Warld Fund S.A. 2 Rondeard Reps. Laurenbourg world Full William 25.1 552.55	N. I.Al. Britannia Ligi 11 Demando Sonto EC2N 47R, 01-623 3434
	Special arrangements for instalments of £50,000.	Ranager, Citizena Imeast Trust Mapad Cu 12-1 Imea-Dony Jumpo Ku, Send, Karra Do Jo Ambert Francis & Co. 14-88 SER RAV wor21,098.66 USS28.08 Do Karta Intersational Trust	SP LSP	sery & Co lett Port	Starting Officiance Frank Admin. Ltd. 106 Main Street, Streetze. Proptory Benedica	S10.73 1! -	World Wide Crowth Managemente 10s, Seeleard Rayal, Lovenborg Worldate Got Fel	MatWest Special Reserve Account 41 Luthery, Louis, EC27 JSP 675 01-72, 1000 52 000 n 09-999
	Anterium Fd May 30   \$5 64 6 05 -0 00 - U \$E Asia F0 May 30	Nand Man.; Korca Invest. Trust Co List pados Rs. Offic: Europe Has, East Smithfield, London, 1 9AA 11,488 2400 MAY Won 29,802.12 (DR Value USESP),742.67	wyert interactional Management	ngel Trest lett Fd Magt Ltd (X)	Strategic Informational Gold Fund S.A. 103 Stockned Royal, Lournings SL.S. Stockned Metals Corp. pic Matal Funds 46 Insurint Way, Cryster, Survey Strategic Metals Full 120-697 231-691 Strategic Metals Full 120-697 231-691	- US Pacific Stack Fund	22 Smith St. St. Peter Part, General C. Joseph Harts Genetic. Span	57(5 Specificing Money Migrant List 66 Casson St. ECAN GAE Money Mags. Access 17.875 5.931 8.301 A25 Biblion. & Theory Turn 8 541
	U	azant Officiane Frends select 0483, 2347 select 0483, 2347 select 0483, 2347 Ph Bar 275, 32, Peter Part, Caprany mort Car Acc Fel 5 (33.545 13.47) select 0484 (33.54) 13.47 select 0485 (33.54) 13.47 select 0485 (33.54) 13.49 s	o Hew Zeoland Franci aspectanishall Oristore Ltd St. Box 72, Road Tone, Brillin Virgin Iclands AC Foot. 1983 1984 Ido Balf. Cop. Mogf. Co (Europe) Ltd	"Prices on Mar 24 Next Mar 31	Streeting the basis 5 Fd. 1124/29 297 081 0 Co. 10	Stort Turn Starre. SEOLAS Free leasure Starre. \$728.20		120 Managain, Loudine FC2M 6507 01-628 97771 High lat Cry Acc
	######################################	바이면 됐다면 나이지 그 않는		NAV USSI 6.12	Sen Affinese Attenuational Life	\$ 100 mer [12] 500	Money Market Trust Funds	Rayal Bank of Scotland pic 425t Antres Sc. Edinbarys EH2 27E Priminal Account
eurore.	Tributal Florida.   DNY 201 7 58 - 011	Sand Grad Feld St. 2004 1 1 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2		CLITECH SA Contempt Read, Languages (Nach Life Mary), SER.17 Inter Freed Many), Life (125 Causes S. London EDA (125 Causes	Tall State   182	Untific Grain  5 Rd Joseph II. Lancarbooks  5 Rd Joseph III. Lancarbooks  5 Rd Joseph III	Charities Aid Fadin Many Magati Co Ltd Sape Vall, Some C. Homidista, ECS 01-283 CAFCASH Call Fant(8.08 6.08 8.52) CAFCASH 7-fey Pant(8.20 6.17 8.25)	28 Westers Rd. Roysland Rid 1 34.8. 0708 754946 H.J.B.A. 17.44 5.601 7.89 Delay
	res Stores. 19441 3462 4.03 4.03 5.5 Margaret Stores. 122.54 14.77 4.02 4.93 4.03 14.15 15.77 4.02 4.93 14.15 15.77 4.02 4.93 14.15 15.77 4.02 4.93 14.15 15.77 4.02 4.93 14.15 15.1	and Set Part S.Com. St.1.34 11.44	Mara Creath Facil SA Micros Payal, Lacebourg Mar 30	rre & Presper International But 73, St. Heller, June 6534 73433	TSD Trust Funds (CD) PR Sex SSS, 31 The Funds Culterlar, ID) 1525 for Sex Project Culterlar, ID) 1525 for Sex Project Culterlar, ID) 1525 for Sex Project Culter Culter Culter Project Culter C	Stating Pear Page   P	The Charities Depart Found 2 Fore Street, London ECZY 540 61-588 ;	DESIGNATION FEMALES S. GREEN COTT 1924G
,	100 is   101   220	and D'Viel Bad Gac. \$20.96   22.11   - 0.5   29.06   22.11   - 0.5   29.06   29.06   29.06   - 29.06   29.06   - 29.06   29.06   - 29.06   29.06   - 29.06   29.06   - 29.06   29.06   - 29.06   29.06   - 29.06   29.06   - 29.06   29.06   - 29.06   29.06   29.06   - 29.06   29.06   - 29.06   29.06   - 29.06   29.06   - 29.06   29.06   29.06   - 29.06   29.06	nura Pyradential Global Particle 9: 1791 Particular 1791 Parti	### 17.75 - 4.67	Tables 1 105.0 109.0 11.81 105.0 109.0 11.81 11.		10.00   10.0	
	Manager 160 000 0 0077 2 Energy 1005 2 100 105 0 113 2 100 105 0 113 2 100 105 0 110 2 100 105 0 105	Boolmand Royal, Laurenbourg V Mar 20	thgate (Init Tst. Mags. (Jersey) Ltd. 65 on 82. St feller, Jersey	tal Particile Fd £ 15.07 5.51 +0.03 0.05 tal Particile Fad \$ 39.48 10.25 +0.05 0.05	Taigel Fund (jo Pymintial-Bache Capital Funding (Sanitias) (vid.  9 December Square, London, 1953), 489 EAST NT % \$1,084.10 link (DR 19337.79.40bar 30	P. C. 5 Managel	Money Market Bank Accounts	Western Trust & Surings Limited The Mongrante, Physical PLISE High in Can Ace
	55 Fuel Priorest 50.100 0.105	Bookened Repair, Laurenburg 7et 352 (792) May V Mar 23. (201) U. T. Hagen. See 175, St. Heller, Jerny 10.701 40.02 (10.34 pts 151, Git. 10.049 10.701 40.02 (10.34	Peri Feet 000179.0 180.0 - 9a	Magel Fd	Talwan (RBC) Fund ele Victors de Coste Lot, Corone Contre, Pa per 200. Hay's Lan, London, SSC) 201 - 07, 201 2009 HAY 33, 294.00 LDB Value (1865), 806.57	Union-Investment-Gesellschaft Smith! Perioda 16767, 9 6000 Frankert 15. Instruct. DBIG 9 6001 - 0.03 - 0.045. Union Smith 06.29 90.75 - 0.045. Viking Frank-SECRV	From the CAR to AAB-AITIES Arab Bank List 97-IIII Canon St. London, ECM 540 97-IIII Canon St. London, ECM 540 97-III Canon St. London, ECM 540 97-II Canon St.	C: MITTER-Green rate to these enemand hast completite rate of the disc actual rate of the tentral to of CRT for Each Case- forms emphasized to back registrophysical completed and that the frequency towards resulted
· (4) (4)	electric grown Current Street, Jersey et al. 1 - Lin Children Rus, Union St. St. Street, Jersey et al. 1 - Lin Children St.	yet Trees Overest 196.3 196.1ml 0.86 May Our Trees Overest	# Low Big Fr.   1001 No. 1 1310	brader Investment Management Limited Old Jewy, Leader EC2R 885 Old Serry, Leader EC2R 885 Old Serry Leader EC2R 885	Target Internet, Management (Jesse) Ltd 10 Les 4G, S. Heles, Jesse, 1504-751/A	20, Devicent Entered Struck, Learning 4944 Mar 20 Ca. 206.cd Warning Learning Management Jersey Ltd. 39-41 Struck St. St. Holler, Jersey B. 2020 States	Adam & Co. pic 22 Charlotte \$4, Edulards EH2 40F Fell Service Car Acc	Prices not in peace enters generate mulcipled and themp features to in peace enters generate mulcipled and themp features to the contemps after the self impring explores. Prices for the other interests about the self-time states to comban and the self-time self-time self-time.
· · · · · · · · · · · · · · · · · ·			Cristian Provident & Cristian & C	weder Magt Services (Jarsey) List Ber 195, St. Heller, Jessy (534 2756) Tarky Kesty Parel List	Farget International (title of final List -3 Upter Charth Street, Dender, State) 6022 - 2 Upter Charth Street, Dender, State) 6023 - 6025 - 6026 - 60	War have Laustiment Management Jersey L/sf 33-41 Breat St, St Roller, Jersey C 2009, 28682 (2017 Ltd.) — ——————————————————————————————————	30 City Rend (CCLY 247) Treasay Acc 7.75 Supplemental Color 7.75 Supplemental	Prices for in proce- actually sufficient and them followed by the process generally sufficient and them followed in the comparison of the U.S. dollars. Visits, 76 this was to see a comparison of the U.S. dollars. Visits, 76 this was to see a comparison of the comp
	Enderson Admin. (Guernsey)  1 Por 25. 16-29. Point Genetary  1 Por 25. 16-29. Point Genetary  1 Por 25. 16-29. Point Genetary  1 po silver Genetary  1 po	Anytis Bank Genters Switzertand Lister Benker, CH-221 General II Chetterstand Tel 3/10-41 (22) 20 8 11 test 2222 Non Smitelstan Tel 3/10-41 (22) 20 8 11 test 2222 Non Smitelstan Chet II Control (12) 11 10 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	anna S. Lordon, DAN 642 01-327 6145 PO state of the control of the	Ten (21.731) 40.022 8.04  1.	The Theilland Fyed jo Victors in Case Ltd. Colony Costre, PC Bar 200, Par Lines, Limina 1927, 527 (3): 254 5555 MAY Bain 473, 311, 67 (5); min USSSA, 671, 39	Peority Fard Mar 21	Bank of Lectured 3- CAR 180 8-221 8 1-324 6 100 8-22 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	100 W Contrary graps & Sustainant & Vield Indiana Juring Line 1 The Vield College & Only analysis to charicable books, o The Vield College games assessment page of MAV Increases, rel ex- dictions.
* *			•		 . <del>.</del>			
		·		·				

## LONDON SHARE SERVICE

		LONDON SHAF	RESERVICE		
AMERICANS - Contd	BUILDING, TIMBER, ROADS -	DRAPERY AND STORES - Contd	ENGINEERING - Contd	INDUSTRIALS (Miscel.) — Contd	INDUSTRIALS (Miscel.) — Contd.  1987/88   Shek   Price   Price
1987/88   1886   1887   1886   1887   1886   1887   1886   1887	1987/86	228 9-3 (the Frant) 50-11 164 Kab. 0 2.6 5.7 10.1 pint 228 114 (front Hids	Stark	1987/88   1987/88   1988   1	1976   2200
1906   ABM Gent Corp   1906   -11   1906	141 9340.end (17.1) 62 22 41 16.0 3.1 5.1 8.4 18.0 12.4 8.5 16.0 3.7 26.13.0 16.7 3.1 5.1 8.4 18.0 12.4 8.5 16.0 3.1 5.1 8.4 18.0 12.4 8.5 16.0 3.1 5.1 8.4 18.0 12.4 8.5 16.0 3.1 5.1 8.4 18.0 12.4 8.5 16.0 3.1 5.1 8.5 16.0 3.1 5.1 8.5 16.0 3.1 5.1 8.5 16.0 3.1 5.1 8.5 16.0 3.1 5.1 8.5 16.0 3.1 5.1 8.5 16.0 3.1 5.1 8.5 16.0 3.1 5.1 8.5 16.0 3.1 5.1 8.5 16.0 3.1 5.1 8.5 16.0 3.1 5.1 8.5 16.0 3.1 5.1 8.5 16.0 3.1 5.1 8.5 16.0 3.1 5.1 8.5 16.0 3.1 5.1 8.5 16.0 3.1 5.1 8.5 16.0 3.1 5.1 8.5 16.0 3.1 5.1 8.5 16.0 3.1 5.1 8.5 16.0 3.1 8.5 1	## 125   201 AB Electronic	9771   Lammin 78/94   139   03.7%   -1.28   - 90Bale formo 100.	152 70988A Group	288   128   129
1006   1006	Action of the control	117 45 Cloudy legislating and 15 4 5 3 5 1 1 1 1 4 5 2 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	24 Do. N So. 9 119 -1 171 3 1.2 2 3 1.3 2.8 11.2 3 1.3 2.1 3 1.2 3 1.3 2.1 3 1.2 3 1.3 2 1	## 125   24   24   25   25   25   25   25	220   24   25   27   27   27   27   27   27   27
620 4008rown Shipley EL. V 420 5 10.0 3.3 5.4 11.3 ps80 290Care Allen EL. B. 355. +7 20.15 -7.8 439. 1376 Guarchy Searlies V 185 -2 3.15 -7.8 22.6 2.6 13.3 [Commercial Bull of 18.4 18.5 2.6 13.3 [Commercial Bull of 18.4 18.5 2.6 13.3 [Commercial Bull of 18.4 18.5 2.6 18.5	128   128	215 80 Electron House 10 , y 140 13.6 1.5 3.5 26.7 13.6 7/10 E 214 14.7 5.5 241 270 55 Electronic Machine. y 75 0.9 1.4 1.7 5.5 241 270 55 Electronic Machine. y 75 0.9 1.4 1.7 5.5 241 275 283 14.6 Fesson 0.8 13.8 8.0 4.7 4.7 5.5 251 4.7 8 251 284 12.8 12.8 12.8 12.8 12.8 12.8 12.8 12.8	All School   All	17th	100
194 134(Ras) & Saxsos 20, y 144 8.73 - 8.2 - 9.60 27/Klestows, Besson, R 397 - 3 14.0 - 5.4 - 4.05 218 Loyds £1 0 256 - 5 13.2 4.6 6.7 4.2 7.63 120 Mcorp \$5 0 48 1.8 1.9 5.12.5 12.5 567 308 Mellond £1 0 597 208 Mellond £1 0 597 208 Mellond £1 0 244 - 1.2 10.85 2.1 4.8 1.0 1.0 1.0 1.0 1.0 1.0 1.0 1.0 1.0 1.0	633 123 k Hercules Incl	180   TSHISTERI 100	FOOD, GROCERIES, ETC  1421-145DA Group	153   252   253   254   254   254   255   256	141    77/5/stake frozen   9
Hire Purchase, Leasing, etc.  240   150Aurola Lassing 10a v   179 -1   12.6 6.9 2.0 11.0    276   152Clf 50a   10a v   145 -1   1.74   4   2.5   6    76   44Canie (Nept 10a B 64a   2.5   6   5.4   6    106 (250) Ce B or 6: 100   2.3   4.4   2.0   2.2   5.0    85   21Equity & Gen 5a   29   41   11.05   2.2   5.0    140   50Maoagat Meet 10a B   244   4.7   2.7   2.7   2.7    440   270Prox. Financial   8   334   16.0   2.2   6.4   9.3    305   110Moodrieste (K20a v   152   42   82654   6   1.0   6	### 1754csh Group 10p. ci 78	60 25 Microtine 59. 6 44 150 4 11 295 570 406 12 Microtine 59. 7 203 43 12 0 41 11 295 570 406 12 Microtine 59. 7 203 43 12 0 41 11 295 570 406 12 Microtine 20. 7 20 41 48 15 43 28 11 3 166 12 Microtine 20. 7 20 41 48 15 43 28 11 3 166 12 Microtine 20. 7 20 41 49 40 12 Microtine 20. 7 20 41 11 11 11 11 11 11 11 11 11 11 11 11	225Cilifort's Dairiss	265 125 [120 10] 9 1534 -3 155 20 5.0 14.0 17.3 17.4 [120 testinate 84/25 \$21.2 + 49 00% 4.4 0 17.3 52 [13 factor 59 7 55 1.2 1.4 19.0 17.4 [120 test 5.9 7 55 1.2 1.4 5 1	300 133/hird Mile for 9 288
BEERS, WINES & SPIRITS  471 290(Allied-Lyons	212 Barton Group 50p. or 228 -1 272 2.8 4.2 21.5 23.0 175 Cantors 20p. v 98 -2 18.15 6.5 0.7 32.0 197 6.3 0p. v 20p. v 98 -2 18.15 6.5 0.7 32.0 197 6.3 0p. v 20p. v 98 -2 18.15 6.5 0.7 32.0 197 6.3 0p. v 20p. v 98 -2 18.15 6.5 0.7 32.0 197 6.3 0p. v 20p. v 98 -2 18.15 6.5 0.7 32.0 197 6.3 0p. v 20p. v 98 -2 18.15 6.5 0p. v 20p. v 98 -2 18.15 6.5 0p. v 20p. v 98 -2 18.15 6.5 0p. v 98 -2 18.15 6.5 0p. v 98 139 Courts W. v 98 139	220 199 Do. W 20	215 Fritz Lowel 20c 8 85 Frichtake Foots 5p 6 167 Class 5 8 167 Class 5 8 167 Class 5 8 167 Class 5 8 160 Class 6 Class 7 9 249 47.5 27 9 476 Class 6 Class 7 9 181 9 183 12 Class 6 9 183 12 Class 6 9 183 12 Class 6 Class 7 9 183 12 Class 6 Class 6 Class 9 184 12 Class 6 Class 7 9 185 Class 6 Class 9	167 81 5 Exercit   8   119 5   102.5 2.7 2.9 1.1	83 11-[Transvoot 50. 63 11-] + 2 0.5 1.9 2.2 2.28 64 140.0 Warrains. 9 115 1.
BUILDING, TIMBER, ROADS  469 252AMEC 50c 6 345 112 02 23 4.5 13.4 250 129 450	231 131 (2014m) (4)	230   25   25   25   25   25   25   25   2	## 1	10   10   10   10   10   10   10   10	168   169
118 6-36/1039 (Lines) 10. V 60. T W1.73 3.9 5.21 4.16.7 1 2020) 1.20 (10.00 50. V 12.00 1.10 (10.00 50. V 12.00 50. V 12.00 1.10 (10.00 50. V 12.00 50. V 12.00 1.10 (10.00 50. V 12.00 50	473 175 Shewood group 10pg 45 45 41.7 4 49 177 4 498 1938 Small bore 10p 4 279 178 2.9 3.4 13.0 279 135 Schrab (W. H.) A 50p. a 277 178 2.9 3.4 13.0 279 135 Schrab (B. Sp. y 273 2 135 Schrab (B. Sp. y 273 2 1135 Schrab (B. Sp. y 273	ENGINEERING  167 60 APV 100. 0 124 -2 13.8 1.8 4.2 17.0 9350  187 22 43 APV 100. 0 384 +2 13.8 1.8 4.2 17.0 9350  188 22 43 APV 100. 0 384 +2 13.8 1.8 4.2 17.0 9350  189 143 52 44 4.2 13.3 459  189 143 52 44 4.2 13.3 144  189 144 52 53 34 34 32 13.5 144  189 151 APV 100. 0 114  189 2075M Green 100. 0 304  189 132 Barner 100. 0 304  189 1	INDUSTRIALS (Miscel.)  59\( AAF \text{hes.} 7\text{lp}  \text{117} \text{12} \text{3.6} \text{6.4}  \text{7} \text{10} \text{2.6}  \text{4.7} \text{12.6}  \text{5.7}  \text{100.5}  \text{6.9}  \text{4.7}  \text{12.6}   \text{4.7}  \text{12.6}   \text{4.7}  \text{12.6}   \text{4.7}   \text{12.6}    \text{4.7}   \q	160   60 8-lent Rubber	646-1 C24Marsh McLor's SL. E364 052 40 14 4 9127 470 236Minnt Hidss 20n. 9 475 919.43 2.7 2717.6

علدًا منه لاص



PAPER, PRINTING.  PAPER, PRINTING.  SHIPPING  SHIPPING

THE UK securities markets moved towards the Easter holiday in a mood of subdued confidence behind the steadier trend with except their plans for the of the US dollar. Equities tried to respond to the overnight improvement on Wall Street but were finally overborne by sheer

lack of interest as the institu-

tions began to close down ahead

of the extended weekend break. A firm pound continued to help Gilt-edged, and interest rate optimism drew some support from a cut in mortgage rates by the Halifax Building Society. But there attract overseas buyers, put on was no news during the session from the appearance of Mr Nigel Lawson, the UK Chancellor, before the House of Commons Treasury and Civil Service Committee which the City had hoped

interest rate policy. Early trading saw the equity market advance by around 10 FT-SE points, although the buyers were mostly market trading houses picking up stock to meet recent selling orders. Traders are unwilling to leave such commitments open over the long weekend.

However, the absence of genuine investment interest caught up with share prices after lunch. Early trading saw the equity

up with share prices after lunch, when the market turned off and remained so even after specula-tion of a slow start on Wall Street

trial Average. tinued to reflect the sup The FT-SE 100 Index closed 8.2 tion in the marketplace. down at 1756.9, virtually the lowest point of the day. Seaq share volume of 434.3m included a significant contribution that interest property and the state of th

market trades. maintaining the dividend payment, and also deciding not to join the list of rights issuers currently hanging over the equity But dealers and analysts

with confirmation of a higher have to make a rights issue of at payout, with its generally unimpressive trading figures offset by the final quarter of this year,

**EQUITY GROUPS** 

& SUB-SECTIONS

CONSUMER GROUP (185)

Brewers and Distillers (21) 

Packaging & Paper (16) ...
Packaging & Paper (16) ...
Publishing & Printing (16)
Stores (34)
Textiles (18)
OTHER GROUPS (93)

Miscellaneous (26)..... INDUSTRIAL GROUP (487) ..

Oil & Gas (13) ......

Insurance (Composite) (7) Insurance (Brokers) (7).... Merchant Banks (11).....

Investment Trusts (82) Mining Finance (2) .... Overseas Traders (8) ... ALL-SHARE INDEX (714).

FT-SE 100 SHARE INDEX 4.

Leisure (31) .

Agencies (19) . Chemicals (20)

**CAPITAL GOODS (209)** 

# Buyers for Gilt-edged but equity gains reversed as initial support fades away

For most of the day, traders had little to occupy themselves

There was some support for the Gilt-edged market, however. Overnight demand for UK Gilts from Japan brought a firm opening, and buoyancy was sustained by Continental European buyers

during the early part of the day.

The long end of the market closed with gains of % point while the medium dates, which

The short end was dominated by the redemption yesterday of £1.35bn Index-linked 2½ pc Treasury 88 stock. Recognising the would provide further enlighten shortage of stock resulting from ment on official sterling and this redeption, the Bank announced that two new tranches of existing stocks would

> the two new stock tranches will help to mop up liquidity seeking a while to the group's prelimitor re-enter the short dated sector as redemption cash is reinvested.

% point yesterday as prices con-tinued to reflect the supply posivolume of \$0.500m interiored a sig-nificant contribution from inter-market trades.

dend and, for the time being at The best news of the session least, passing on the rights issue were actively traded but closed came early, when Standard Charfront. After the announcement of little changed on the day. The tered soothed market fears by a preliminary loss of £273.8m "old", with 6.8m traded, edged up

ector. remained extremely cautious of British Aerospace followed up Standard Chartered. "They will

FT - ACTUARIES INDICES

These Indices are the joint compilation of the Financial Times. the Institute of Actuaries and the Faculty of Actuaries

Wednesday March 30 1988

18.29 9.94 9.42 28.44 11.18 12.32 9.78 12.32 8.78 18.51 9.83 6.81 7.82 6.81 7.89 12.32 11.81 7.19 12.32 11.91 10.19 9.89 11.27

14.24

-93.7 -93.8 -94.8

+8.2 -0.7 +0.4 -0.9 -0.1 -4.3 -1.5 -0.6

0.4

1973.30

1481.59 388.21 438.56 266.63 1223.89

1031.75

2953.92 1784.73 1249.59 491.20 3372.88 799.85 561.46 859.48 1125.48

661.73 646.02 967.38

Est P/E Ratio (Net)

12.30 14.95 14.95 12.12 11.47 12.34 9.49 12.91 14.52 12.18 13.81 17.21 17.39 16.29 14.55 14.46 13.11 14.55 11.35 11.35 11.35 11.44 13.11 11.44 13.11 11.44 13.11 11.44 13.11 11.44 13.11 11.44 13.11 14.45 14.46 1

		Mar.	Mar.	Mar.	Use.	Yes	198	7/88	Since Co	apliation
	Mar. 30	M#. 29	28	25	24	Ago	High	Low	High	Low
Government Secs	90.72	90.39	90.18	90,24	90.34	90.14	93.32 (8/5/87)	83.73 (19/10/87)	127,4 (9/1/35)	49.18 0/1/75
Fixed largerest	97.73	97.67	97.68	97,61	97.52	97.77	99,12 (15/6/87)	90.23 (2/1/87)	105,4 (28/11/47)	50.53 (3/1/75)
Ordinary &	1398.1	1405.6	1394.4	1406.3	1421.6	1558.0	1926.2	1232.0	1926.2 (16/7/87)	49.4
Gold Mines	237.2	238.2	240.6	243.2	242.6	445.5	497.5 (4/8/87)	234.0 (29/2/88)	734.7	43.5
Ord. Div.Yield	4.71	4.68	4.66	4.62	4.58	3.76		S.E AC	TIVITY	
Earpings Yid. %(fell),	11.99	11.90	11.86	11.75	11.65	8.60	<u></u>	dicts	Mar,29	Mar.28
P/E Ratio (net)(*)	10.19	10.26	10.29	10,37	10.47	14.29	Gilt Edged I	Bargains	145.1	1143
SEAO Bargains (Sprit)		31,190	34,585	31,584	33,292	47,598	Equity Darg	pains e	316.3 1890.4	251.8 1905.4
Equity Termover (Em)		935,28	942.67	1324.09	1401.16	1320.65	5-Day avera	igė,	-1	1 1
Equity Bargains		48.617	40,411	37,897	37,777	64,046		B <del>argains</del> Pains		121.1 249.2
Shares Traded (ml)	-	421.5	396.2	478.3	516.1	515.7m	Equity Valu	£		2278.8
© Opening 10 a 1409.7 141		11 a.m 1407.6		p.m. 104.6	1 p.n 1404		2 p.m. 404.1	3 p.m. 1401.		o.m. 99.7

LONDON REPORT AND LATEST SHARE INDEX: TEL. 0898 123001

Alliance 10 to 894p.

ket ended in a desultory mood, ignoring the gain of 11 points index-linked issues put on about civil aircraft division and left the then showing on the Dow industrial Appraga company with a pre-tax deficit for the year of £159m. The BAe share price, mainly reflecting a acquisition goes through, reacted to close 15 down at 397p. BP, in "old" and "new" forms

to 2621/2p and the "new", with 6.3m traded, were a fraction off at 71%p. Dealers reported substantial activity on the inter-dealer

Other oils were relatively quiet despite the upturn in crude oil prices. Burmah were aggressively bought ahead of the April 7 pre-liminary results for which the forecast range is between 555m

selected issues. But the insurance continued to claim considerable sector paid little heed to a 15 per attention. Profit-takers moved in cent gain in profits at Guardian on the shares following the announcement of a higher divi-

Fri Mar 25

index No.

4.47 .744.36 735.67
1.21 1901.22 997.74
3.84 1503.99 1535.59
1.29 1978.65 1971.38
11.75 1993.62 1494.14
11.79 391.25 381.61
0.00 444.23 459.79
3.85 264.95 264.46
155.91 1229.12 1228.22
13.91 1229.12 1228.22
13.91 1229.12 1228.22
13.91 1229.12 1228.22
14.24 1854.92 1628.95 174.24
1854.92 1628.95 274.46
1854.92 1638.96 129.55 174.29
1.44 799.62 1796.81
1.44 799.62 799.64
1.44 799.62 799.64
1.46 86.62 859.80
8.04 1129.79 1187.63 183.27
1.833 999.64 991.68 133.27
1.833 999.64 991.68 137.42
1.834 999.65 991.68 137.42
1.835 999.65 991.68 13.27
1.833 999.65 991.68 13.27
1.833 999.65 991.68 13.27
1.833 999.65 991.68 13.27
1.833 999.65 991.68 13.27
1.833 999.65 991.68 13.27
1.833 999.65 991.68 13.27
1.833 999.65 991.68 13.27
1.833 999.65 991.68 13.27
1.833 999.65 991.68 13.27
1.833 999.65 991.68 13.27
1.834 133.70 133.74 133.74
1.342 924.58 925.18

4.24 924.50

644.51 653.44 968.37 515.21 852.70 345.19 1109.75 1

somewhat gloomy sure the banks into lowering hunch. Turriff reflected doubled results for the year. Some 12m their rates. Lloyds were 5 down preliminary profits and a proshares changed hands after the previous day's heavy volume of shares but dealers were again with a rise of 17 at 315p, while 20m. shares but dealers were again with a rise of 17 at 315p, while aware of substantial buying liewden-Stuart added 3 to 127p interest yesterday switched for a while to the group's preliminary figures which revealed the extent of the expected provisions interest in the stock much of following revived Scottish buying interest in the stock much of following revived Scottish buying interest in the stock much of following revived Scottish buying interest in the stock much of following revived Scottish buying interest in the stock much of following revived Scottish buying interest in the stock much of following revived Scottish buying interest in the stock much of following revived Scottish buying interest in the stock much of following the preliminary state following the preliminary state following the preliminary state interest in the stock much of following the preliminary state followin

Missince 10 to 894p. support on takeover hopes and Marketmakers reported a low gained 12 to 230p. level of activity in the Brewery

pressive trading figures offset by the final quarter of this year, the strongly favourable reception said one trader, adding that, in the City for the terms of Aerospace's intended purchase of Rover, the UK car group.

There were some signs of interest in the retail stocks as specular est in the retail stocks as specular forms and the compact of this year, liminary results for which the forecast range is between £85m and £73m against the previous and £73m against the previous conditions in the clearing banks, initially the cheered by the Standard Charter of the compact demand was highly selective. Tarmac were boosted by favoura-

cheaper at 383p. Boddingtons, on a turnover of 4.9m. Sears, by half a per cent to 9.8 per cent at 126p after turnover of 4.5m. helped underpin the Building sector, but investors remained caution in the sector and raced up tious for the most part and to 230p before closing a net 8

sector. Speculative demand for substantial turnovers in the Allied-Lyons faded with the price retailing sector. The biggest of drifting back a few pence in the these was in Marks and Spencer, wake of profit-taking to close 4 which hardened a shade to 172p which announced preliminary where BZW are recommending results in line with market estite stock as a "long term buy, a mates, gave up few pence to 1880. low-risk share in volatile mar-The Halifax Building Society's kets" and County NatWest rate decision to cut its home loan rate the shares a straight "buy", held

per cent. Consequently a flurry of Wireless fell ? to 315p on turn-AB Electronic provided the day's outstanding feature in the sector with the shares soaring 35 Basks 100 Gard. Sect 15/10/26, Fixed Int. 1928, Ordinary 1/7/35, Gold Mines 12/9/55, S E Activity 1974, \* Mil = 10.09. to 413p, after 415p, in the wake of hopes continued to sustain Nor-interim profits up from £3.15m to cros, up 6 further at 417p while £6.35m - well in excess of fore-News of the agreed merger with France's Sema-Metra com-

puter software group, to be car-ried out via a share exchange offer boosted CAP Group 8 to 200p. The bid values Sema-Me-tra at almost \$94m and will create a company with combined turnover of £240m a year. Elseprogress report on its toxicity studies. where, Audio Fidelity continued to attract strong support and closed a further 7 higher at 134p. Dozaino Printing Sciences were hit by news that parts of the group's US interests have been performing below expectations and the shares dropped 18 to 308p. Preliminary results from Ealing Electronics were better than had been feared and Ealing shadowed by the recently announced £163m rights issue J. Quick shed 5 to 285p, the good annual results and proposed 100

the Mothercare side of the busi-

ness. Dealers also reported strong

traded options business in Store-

house as well as persistent specu-

squeeze lifted Dixons 3 to 175p

The price freeze by British Telecom on main telephone ser-

vices for the year to end-March 1989 surprised those who had

budgeted for aggregate increases

in telephone charges of some 11/2

with 1.6m shares traded.

shares moved up 7 to 50p. Satisfactory preliminary figures and the announcement of a specilalised engineering acquis tion in the pipeline prompted firmness in Weir Group which closed 8 to the good at 233p. Elsewhere in the Engineering sector, Symonds gained 4 to 45p on news that JF Nash has increased its

**NEW HIGHS AND LOWS FOR 1987/88** 

BENTHEM FORDS (2) THEREBY (10),

BENTHEM FORDS (2) THEREBY 200 1988-58, THEREBY
200 1-L. "80, THEREBY
200 1-L. "80, THEREBY
200 1-L. "80, TOURS (1)
THYBIG AND, 93 to 28 1728, \$TOURS (2) SHOPEO
Grp., Wilson Bousien, HOTELS (1) IoM Enterprises, TRUSTS (1) Drayton Japan, ORLS (1)
TOURS (200 COW., THERE MARKET (1), M.L.
Laboritories tion and reports of a broker's AMERICANS

**LONDON TRADED OPTIONS** 

ABN Gold, STORES 17,
CALS 23 Murray Elect., Norray
People, Herris (Ph.), Magnecard, Optometrics,
Referce Sc., Williams (J.), LESSING (T) Mossing (G.), LESSING (T) Mossing (G.), LESSING (T) Mossing (G.), LESSING (T), Mossing (G.), LESSING (T), Mossing (G.), LESSING (T), Mossing (G.), Congression, Palettes (G.), Carp., Stock Inc., G.I.F., Wrote, Gen. C.
(S) Eng. S Dutch Inc., G.I.F., Wrote, Gen. C.

You. Cap., Scot. Nat. Cap., Knobu, OLS

\*\*A. Cap., Scot. Nat. Cap., Cap., Cap., Cap.,

Maxwell Communications' pre-liminary figures were at the lower end of market estimates and prompted a reaction of 7 to 245p in the shares. United News-papers, also reflecting disappoint-ing annual results, closed 9 cheaper at 428p. higher at 226p; the initial demand holding in the company to just was fuelled by stories that Next over 16 per cent.

was seeking to buy the BHS divi
A quiet trading session in the

Wellcome, up sharply in the previous trading session on the proposed ADR facility in the US.

mount Pictures Corporation. Bid

to the good at 332p. Associated British Ports, scheduled to reveal

preliminary figures next Thursday, made further headway and closed 11 to the good at 518p.

Satisfactory annual results prompted a rise of 34 to 383p in Bowater. ML Laboratories, dealt

in on the Third Market, jumped 25 to 213p following the group's

Brent Walker, the leisure

group, replied strongly to the good annual results to close 15

higher at 350p. Lucas Industries, still over-

proposal, dipped 11 more to 548p. Jaguar were steady at 283p. Among Motor Distributors, H. &

Leading Properties traded qui-etly and showed little overall A quiet trading session in the change. Elsewhere, Regenterest sion of the group and that Wool-worth was keen on purchasing majority of quotations with little met with fresh speculative support and pot on 6 to 112p, a two-day rise of 12, while Clarke majority of quotations with little alteration on the day. Beecham, still reflecting the more favoura-Nickolis & Coombes gained 7 to ble prospects for its heart drug 107p following the good annual house as well as persistent specu- Eminase, encountered fresh lative demand. Talk of a bear demand in the early dealings and results. Power Corporation made fresh progress in the wake of the touched 466p before drifting back preliminary figures and proposed rights issue to close 6 higher at to close unchanged on balance at

Traded Option activity waned, the total number of contracts failran into profit-taking and reacted ing to 29,189. The FTSE contract 9 to 452p. Rank Organisation, in registered just 719 calls and 1.708 contrast, responded firmly to puts with the near-month series selling of Telecom shares saw the quotation dip 3½ to 244p on turnover of 3.8m shares. Cable & agreed to buy the entire video 1,250 puts in the wake of the Wireless fell 7 to 215p on turnover of 3.8m shares. duplication operations jointly annual results and the condi-owned by Bell and Howell, Col- tional agreement with the Govowned by Bell and Howell, Coltional agreement with the Gov-umbia Pictureasa Entertainment ernment for the takeover of Inc. and Gulf and Western's Para-Rover Group.

## Traditional Options

First dealings Mar 28
Last dealings Apr 15
Last declarations June 30 • For Settlement July 11 For rate indications see end of London Share Service

Quieter conditions prevailed in the Traditional option market. Stocks favoured for the call included A. Preedy, Eurotunnel warrants, Inoco, British Petro-leum new, Storehouse, Eagle Trust, Micro Focus, CCF, Underwoods, Clogau Gold, Suter, Explaura, Walter Lawrence, Pre-mier Consolidated and Trimoco. Puts were arranged in British Petroleum new and Willis Faber. while double options were trans-acted in Inoco and Eagle Trust.

## TRADING VOLUME IN MAJOR STOCKS

		C	064	Prudequal	574
SDA Group	931	Enterprise OH	690		2.50 2.50
liled-Lyons	2,706	Fisons		Racal	
restred	. 707	General Accident	295	Rank Org	38 28 93
rgyll Greep	714	General Elect	3,700	RMC	25
esoc. Brit. Foods	213	Glamo	733	RHM	43
W A	2 500	Globe investment	316	Reckitt & Colman	13
AT TA	2,000	Granada	444	Redland	1,10
ET	2,700	Grand Met	1.300	Reed Intl	82
ICC	698	GUS "A"	226	Reulers "B"	52
	809	Spardian R.E	216	RTZ	1,00
0C			952	Ralls-Royce	2.60
<u>PB</u> inds	. 728	GKN	3.600	Rothmans "B"	14
TR	1,700	Golaness	J.60 <u>0</u>		82
arcies	1,100	Hammerson	7	Rowntree	61
25 ,	434	Hanson	6,900	Ryl Bank Scotland	
eechem	1.200	Hawker Siddeley	150	Royal Insurance	1 10
pe Arrow	1,900	Hillsdown Holdings .	2.400	STC	1,70
line Circle	~76ī	1941	542	Saatchi & Seatchi	77
oots	3,800	id	887	Sainsbury	89
irit.: Airmans		Jaguar	2.000	Scott & Newcastie	1 30
rii Agrespace	12,000	Ladbroke	2.100	Sears	3.50
ALL MATTERIOR	2.900	Land Securities	782	Sedwick	1.10
rit, & Commit		Lang 3000 1000	1.600	Shell Transport	110
rilish 625	5,800	Laporte	1.500	Smith & Neshew	1.50
P	6,550	Legal & Geograf			1.20
rit_ Telecom	3,700	Lloyds Bank	2.300	Standard Chart	5.50 4.20 97
uppl	374	LASMO	1,800	Storebouse	4,20
Markath Cill	1,100	Lucas	493	Sen Alliance	979
	2600	Lucas	721	T& R	1.100
while & Wirleless	A.500	MEPC	: 560	TSB	3,200
adbury Schreppes.	936	Marks & Sciences	4.700	Tarmac	2,100
bats Vivella	1.800	Maxwell Commt	4.150	Tesco	1.70
connercial Union	1200	Metal Box	426	THORN EMI	- 86
bes. Gold	755	Midland Bank	1.100	Trafalgar House	1.60
	492	NatWest Bank	1300	Trusthouse Forte	1.70
00ks04	775		4.400	Ultramar	2.50
ogrianids	677	Next			1.70
zigety	328	Northern Foods	1,700	Uniterer	4
ee Corporation	2,500	Pearson	334	United Biscults	1,40
Dixons Group	1,600	Pearl Group	550	Wellcome	79 1,30
nglish China Clays .	- 635	P & O	532	Whithread "A"	1,30
		Pilkington	532 1,200	Woolworth	- 80
		Plessey	1,300		

## LONDON RECENT ISSUES

									_		
issa Prior			19	7/88 Low	Steak	Clesion Price	+ 67	Mes. Okr.	Tag Cord	Ç.	P E.
-215	F.R.	8/4	278	218	AMI Healthcare 20p	260	-2	<b>6.0</b>	29	26	177
	F.P.		. 93	28 150 150 150 150 150	Alberteen Armer Pet 10p	. 22	- <u>1</u>			-	
뙎	126	15/4	標	띯	Archer (A., I) Hildgs 1p Adssoc. Russing Sens 10p	102	-1	96.5 62.0	34		12 1 19 1
- T			166	150	Merry Starmed '	145	•	UE.U	1.0	-7	777
330	120	· -	92	61	British Petrolesm #GWR Group 20p	72		10125	1.5	6.1	14 0
		إتسما	455	. 25	REMIX Cross SOF	345		J		Ξ.	126
2	緩	쨇	*	365	Cardiner Group Sp Effugles (H.T.) 10p	*	+2	19.7 <u>7</u>	23	24	143
ĭŭ	FR	303 204 253	165	154	Milondog Forfakting	155		92.25 96.5 92.0	23	4.1 5.7	13.9 91
73	E.P.		81	74		75	-1	20	133	3.7	114
-100		84	20	40	Marietale "5"	40	-2	-	ا : ا	- 1	L.:.
# T		97	- A77	W.2	Pensite Optical 2120	146	-2	#219	3.8	28	106
47	F.P.	. 7/4	128	100	Psios 50	LÍŘ.		虹万	43	20	13.5
<u>u</u>			- 17	15	Misson Hotels 10p	17		R0.42	25	3.4	13.9
20 100		_	. 105	밿	My & Marc Am Cap Tst 10p.	103	+1	16.2	۱ - ۱		٠.
20	FP.		710	75	year it excessores say 100 Mariestate 75 may 5 Mariestate 75 may 5 Miller folk House Group 5p — Pelon Sp — Pel	- Mg	7.	80.2	1:	83	
<u>.</u>	F.P.		89	A)	Selective Assets Tst 10p	75					
125		選	149	123	T.I.P. Europe ETransrap Hidgs 10p	14	-2	M.2 120	23	41	12.2
쨁		799	. 3	20	Tellow Oil 10o	饠	_	120	2.0	45	156
412:30-994675-40957429920-12502550		22/4	26 2 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	140	M.K. Paper 100	SANCEL MALE SELECTION OF SELECT	-1	950	اءوا	48	8.4
9160 ·	F.P.		196	171	Vesper Thomperer't Hildes	171	-2	95.0 17.5	24	6.0	95

RISES AND FALLS Y	ESTERU	AY	
ortish Fends orporations, Dominion and Foreign Bonds sustrials inancial and Properties lis laniations	Rises 20 31 412 124 12 2 28 73	Fails 74 1 405 145 34 18 180	Sam 22 17 75 37 60 15 9
Totals	702	778	1.49

## FIXED INTEREST STOCKS

Prior .	Amount Paid	Latest	L 19	\$7/ <b>5</b> 8	Seed	Cleating
Ē	•	Date	Righ	LOW	]	Price £
100 100 100 100 100	14.	-	咒	. 109 103	Argule Trust 11to Che Sub Uns. La 1992	111
100	F.P.	, :	1170	12005	B.M. Group 4.6sc Ret Co Cox Rd Pf 20s	出路
180	25		號	21	STP 7.5p (set) Cay Cox. Red. Per. Landon Merr. Secs. 10% 1st Mort. 2018. Low (Wm.) 6.75pc Cay Cr Red Per £1	1 35
700.	75 77 79	1 :	. 出		Low (WMJ 6.730c Cts Cv Red Pri 51 Ni wide Anglia 93 Bd Red 13 3.89	3
	F.P.		1004	991	Do. 917 oc 20.2.00	100
. <u>t</u> .	F.P.		715	107	Select Assis Tot Uts Equ led Lo"13 Scott & Robertson 719 Com Con Red Pri	89
100 100 100 100	, in	204	915 1100 500 1185 1585	2007	SCOOL & RODETSON 7 to Com Con Red Pri	1 210
300	F P		116	200	#Smallbore 7.25p Con Red Ptg. Prf. £1 Scanley (A.S.) 5.75p Com. Cov. Red Prf.	1 177
100.	FP.		1996	1166	The same of the sa	3 410
RIGH	TS" (	OFFE	RS		Thomson T-Line 5. 75p Not. Or. Red. Pvf	
RIGH	. ,	Lates	RS	67/86		Clasio
RIGH	TS" (		RS		Stock	Clasio
RIGH Esse Prior	TS" ( Arount Paid up	Latest Person Date	RS 19	67/88	Stock	Clasics Price
RIGH Esse Prior	Arment Paid up	Latest Person Date	RS 19 High	67/88 ·	Stock	Clasic Price
RIGH Esse Prior	Arment Paid up	Latest	15 Hops 18pm 111-pm 33om	67/88 Lune 10mm 10mm	Stock	Clasica Price
RIGH Esse Prior	Arment Paid up	Latest Researce Date 545 2644 1344	15 Hops 18pm 111-pm 33om	67/88 Lune 10mm 10mm	Stock  Biano Industrius Darterhall 50 Dalless Holys 100 E. B.K. Germa Sa	Clasica Price
RIGH Issue Prior	Arment Paid up	Latest Researce Date 545 264 134	15 High 18pm 111 <sub>2</sub> pm 33pm 23pm 23pm 63pm	Lpur Lpur 10po 9po 16po 23po 25po 5po	Stack Baseo ledestries, Description 5-9 Galless Hally 10-9 F.B.K. Group 5-9 Halless Fee	Clasic Price
RIGH Issue Prior	TS"(Armet Pad September 1987)	Latest Researce Date 545 264 134	19 High 10-pm 111-pm 22-pm 63-pm 33-5-pm 34-5-pm	17:08 Lyar 10:00 9:00 16:00 25:00 5:00 5:00	Stack Biarro ledestrics Darrarical 5g Colless Hidge 10g F. B. K. Group 5g Helmon Stage 5g Leisure housesteins 10g Datenool Group	Clasica Price
RIGH Issue Prior	TS"(Armet Pad September 1987)	Latest Researce Date 545 264 134	19 High 10-pm 111-pm 22-pm 63-pm 33-5-pm 34-5-pm	17:08 Lyar 10:00 9:00 16:00 25:00 5:00 5:00	Stack  Baiero Indestries  Descurital Sp.  Jakens Heigs Life F. B. K. Graup Sp.  Hartons Group Sp.  Learne Neustraness 10p.  Datmord Group  Bathand Group	Clasing Price
RIGH Esse Prior	Arment Paid up	Latest Researce Date 545 2644 1344	15 Hops 18pm 111-pm 33om	67/88 Lune 10mm 10mm	Stock  Biano Industrius Darterhall 50 Dalless Holys 100 E. B.K. Germa Sa	Clasic Price P
RIGH Issue Price	TS"(Armet Pad September 1987)	Latest Researce Date 545 264 134	19 High 10-pm 111-pm 22-pm 63-pm 33-5-pm 34-5-pm	17:08 Lyar 10:00 9:00 16:00 25:00 5:00 5:00	Stack  Baiero Indestries  Descurital Sp.  Jakens Heigs Life F. B. K. Graup Sp.  Hartons Group Sp.  Learne Neustraness 10p.  Datmord Group  Bathand Group	P
RIGH Prior 9 100 150 120 25 40 40	TS <sup>7</sup> Armst Pid 等 編 編 編 編 編 編 編 編 編 編 編 編 編 編 編 編 編 編	135x 134 134 45 264 275 276 276 277 285	15 15 15 15 15 15 15 15 15 15 15 15 15 1	1000 1000 1000 1000 2000 2000 3000 3000	Stack Biarro ledestrics Darrarical 5g Colless Hidge 10g F. B. K. Group 5g Helmon Stage 5g Leisure housesteins 10g Datenool Group	Classics Price P 10-10-13-13-13-13-13-13-13-13-13-13-13-13-13-

Year ago approx FIXED INTEREST 8.16 9.68 9.19 9.12 9.28 9.28 9.39 9.39 9.39 8.63 9.06 8.89 9.05 9.05 9.05 9.34 9.99 8.87 8.61 9.98 8.93 9.11 9.26 9.11 9.40 9.16 8.90 British Gar +0.13 123.33 142.36 +0.37 141.63 2.95 4.16 5-15 years . 151.39 +0.50 | 150.63 Over 15 years. 1.54 3.19 169.89 +0.41 169.19 138.63 +0.32 138.19 2.09 3.11 1.09 3.65 5 years ... 118.20 +0.53 |117.48 0.85 Over 5 years .. 118.60 +0.52 117.98 10.86 16.71 10.71 0.45 119.78 +0.37 1119.78 -0.13

15 30 55 46 30 18 37 15 3 and Securit (\*529 ) Teses (\*154 )

NEW YORK Mar. 29 Mar. 20 Mar. 25

> Change on day + 41/4 + 1/4 - 2/4 + 1/4

2766.1 3507.5 G/10/87) 1988.2 (27/87) 3322.2 4112.9 (13/8/87) 2837.8 (28/10/87)

1621 40 1623 26 1646 51 2224 77 (16/7/87) 1435 94 (26/10/87)

HGAPORE Talis Thous Intl. (30/12/68

WEDEN Lacobson & P. (31/12/56) .

HTTZ:RLAND viss Bank ind. (31,12,150) 919.30

1300.0; 1486.0;

269.37

512.5

270.91

925.20

269.37

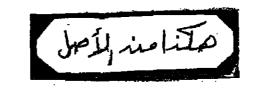
. . . . . .

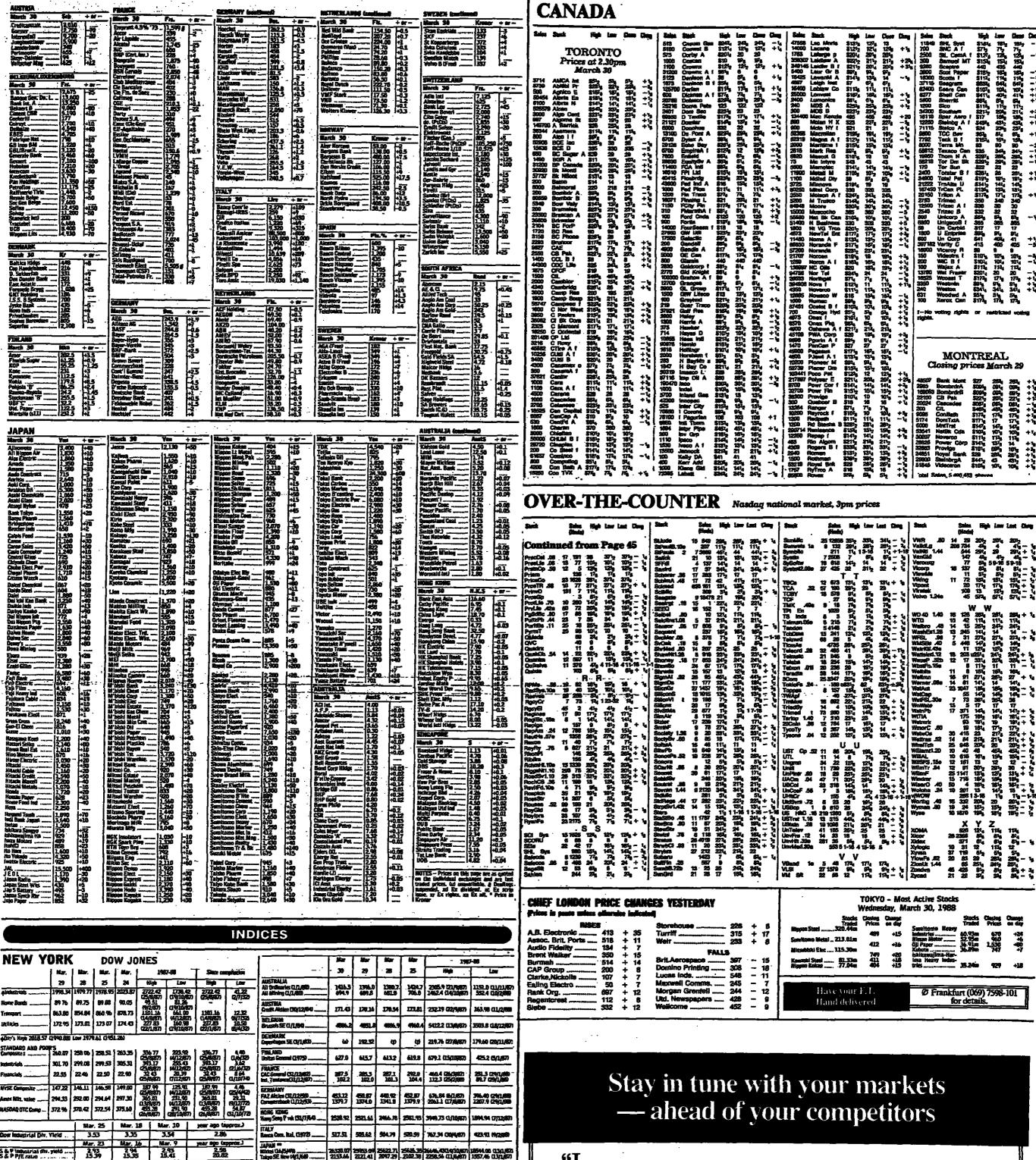
CANADA

25

2700.2 2722.5 3270.0 3280.8

43,1000





If you're serious about international business, you've got to read the F.T."

This statement, from a senior Morgan Guaranty executive, tells you better than we ever could why top European decision makers rely upon us for insight, analysis and hard business news.

No wonder we're first choice. With nearly 300 editorial staff worldwide and our own team of economists, analysts and statisticians—no one gives you the complete picture of international business the way we do.

When you take out your first subscription to the F.T., we'll send you 12 issues free.

12 ISSUES FREE

192.2 (10/11/07) 147.5 (10/11/07)

700.4 (7)12(67)

2505,4 (26/8/87)

274.02 325.44 66/10/877

519.0



Frankfurt (069) 7598-101
And ask Wilf Brüssel for details.

FINANCIAL TIMES

-- Europe's Business Newspaper

# NEW YORK STOCK EXCHANGE COMPOSITE CLOSING PRICES

12 Month High Love 117g 1684 28 21 17g F 18 Fn 1912 Fun 7 Pent Clear | Clear 20% 20% 19% 3% 20% 20% 20% (British of the Control of the Contr Stock Dr. Yel. E
Crossids 80 3.8 3
Crossids 91.87 10 3.8
Crossids 91.87 10 3.0
Crossids 91.87 10 3.0
Crossids 91.87 10 3.0
Crossids 91.87 11 3.0
Crossids 91.87 12 3.6
Crossids 91.87 1.9
Crossids 1.9 4.6
Culture 81 1.9 5.2
Curting 1.10 3.1 9
Cutting 1.10 3.1 9
Crossids 9.2
Curting 1.10 3.1 9
Crossids 9.3 1.7
Curting 1.10 10
Curti | Intition | 18 | Intition | In 22.455 9.4 7 | pf1.87 6.3 2.40 12.10 3 pf2.2011 21. 1 24 8 10 8n.75e 88 G G G. 10.2 2 18 ( 1.80 4.9 12 0 0.54 13 11 300 5155 1043 5155 17 1264 46 1376 46 1376 46 1376 46 1376 47 1376 47 1376 47 1376 47 1376 47 1376 47 1376 48 1356 GAF 180 49 12
GAF 180 49 12
GAF 180 49 12
GCA 181 180 49 13
GCC 184 13 11
GCC 184 13 12
GCC 184 13 13
GCC 184 13
GCC 184 13 13
GCC 184 13 13
GCC 184 13 13
GCC 184 13 13
GCC 184 13
GCC 184 13 13
GCC 184 13 13
GCC 184 13 13
GCC 184 13 13
GCC 184 13
GCC 18 .10 2 18 3 .80 4.0 12 / .84 13 11 77 2.52 8.5 11 pf 2.45 9.2 pf 3.50 9.1 1 3.40 11. 1 3.40 3.3 6 SDESSENDERS NOT STATE OF THE PARTY OF THE PA ZWYTHI SAARTINE SARION CONTROL SARIO 1758 1956 1252 2252 4478 41152 3278 8 4034 2253 1878 7634 1878 774 12 114 618132914 22914 23914 23914 24914 25914 2 C CBI In .50 22 73
CBI pr .50 7.3 7.3
CCX 3 1.9 7
CCX 3 សនាការ ១ ។ ឯកអត្ថភាព ស្រាស់ មានមន្ត្រីស្លាល បានមន្ត្រីស្លាល នៃស្រាស់ ខេត្ត ស្រាស់ ខេត្ត ស្រាស់ ខេត្ត ស្រាស់ ខេត 116307 1277 283451633 244513 15516 16516 16516 16516 16516 16517 1752 16516 16 6 12. 1.4 4.1 9 7.4 10 8.5 7 6.5 18 9.2 11 0 10. 2 9.6 6.5 18 9.2 11 1.7 7 1.7 7 1.7 7 1.1 11. 10. 10. 5007752398 3550497114151251 5367316257418 524844 6525 79 20 527552 1245514 -38 -38 -38 +18 17'4 27'5 52' 29'8 19'8 19'4 19'4 19'4 19'4 19'4 19'4 Eqmik pt2.31 Eqtil n 1e Eqtilen 1.20 Equation 1.60 Exhibit 1.60 EssBus .88 Essectin.62 Estrine Ethyl .44 Excelor 1.52 Excelor 1.52 Excelor 1.52 3114 1714 2512 578 878 7 24% 10% 46% 95, 46% 25% 25% 214 17% 50% 47.28 47.48 47.48 47.48 47.48 47.48 47.48 47.48 47.48 47.48 47.48 47.48 47.48 47.48 47.48 47.48 47.48 47.48 47 28 42 97 97 91 633 9 5378 4 28 40 1934 1934 2134 1959 4134 1 725 1 101 2 201 1 75 1285; 1 

علد امنه لاص

حكنامن لأحل

Financial Times Thursday March 31 1988 Ø	45
NYSE COMPOSITE CLOSING PRICES	AMEX COMPOSITE CLOSING PRICES
The state of the control of the cont	AMEX COMPOSITE CLOSING PRICES    Control   Con





AMERICA

# Retreating dollar leaves equities in nervous mood

WORLD STOCK MARKETS

## **Wall Street**

CURRENCY movements dominated the market again yesterday morning in a session of quiet but very nervous trading, writes Anatole Kaletsky in New York.

After opening higher and 101s, a price a advancing 14 points in the first 45 8.757 per cent. minutes, the Dow Jones Industrial Average encountered strong resistance at the 2,010 level, as the market saw no indications of had been widely predicted by

technical analysts.
With the dollar also beginning a retreat from its overnight Tokyo highs, the equity market developed jitters towards lunch-time and the Dow moved into negative territory around mid-

By 12.30pm, the Dow had fallen 8.29 to 1,990.05 and was still moving down. The biggest problem for the market was the dollar's apparent inability to stay above the Y125 mark which had repeatedly been defended by the Bank of Japan and, in a smaller way, by the Federal Reserve.

Although the US currency's setbacks were due primarily to generalised bearishness and the absence of any follow-through intervention by the central banks, the foreign exchange markets were not helped by the release of weaker than expected figures for factory orders. These showed a drop of 0.8 per cent in February, the biggest setback since a 1.4 per cent decline last

These figures are known to be extremely erratic and are generally seen as only marginally significant by the markets. Nevertheless, the substantial fall, when average expectations were for an unchanged figure, may have contributed to some misgivings among equity investors and cur. \$26%. This compared with an ahead C\$1/4 to C\$16%

rency speculators about the US economy's underlying strength. For the bond market, the mildly positive implications of the factory orders were more than offset by the concerns about the dollar's weakness. The Treasury long bond fell 1/2 point to 101st, a price at which it yielded

There was no sign of Fed intervention during the morning and trading. It rose \$\%\ to \$48\%\ with tall group Hoechst.

2.3m shares changing hands, as any monetary policy changes emerging from the meeting of the Federal Open Market Committee which was concluded yesterday.

When was no sign of rea interpreted the morning's heaviest news of good results from changes the work with the state of the st

Apart from the absence of any economic encouragement and the market before the Easter holiday, equity investors had a number of technique and investors had a number of technique and its two largest shareholders, dicted further good growth Mr Carl Icahn and Kohlberg ahead, was off 90 pfg at DM262.50.

Cher chemicals fell, after a Among the other speculative recent good run, with Bayer investors had a number of technique and its two largest shareholders, dicted further good growth Mr Carl Icahn and Kohlberg ahead, was off 90 pfg at DM262.50.

Cher chemicals fell, after a property of the control of the worries with which to con-

break through the 2,000 level on and Campeau. the Dow and the strong resistance charted at 2,010 and 2,030. More fundamentally, there was the dismal performance of Inter-national Business Machines and

Digital Equipment, the two biggest computer stocks, which are widely seen as bellwethers for capital spending throughout the US economy as well as being key institutional favourites.

RISING energy issues, industrials and base metals pushed the market higher in active, midday trad-

institutional favourites.

Both stocks had recovered somewhat on Monday, encouraging hopes of a broadly based rally to 2,323.9 as advances outpaced ing stock option positions after declines by 348 to 263 on heavy making good gains.

The rumours. old and new, from last week's lows. But yester-day morning they renewed their downtrend. IBM fell \$% to \$105, a level less than 3 per cent above its October 19 low of \$102. DEC dropped \$3% to \$102, which compared with a post-crash low of

AT&T, another key technology stock was also nearing its post-crash nadir, having fallen \$\%\$ to Gill Canada Resources moved

## **EUROPE**

## NYSE Volume Daily (million) 260 240 220 American daily volume May 2 to May 20 1887 180 160 Milan sees most movement Turkish privatisation in thin pre-Easter markets THE RUN-UP to the Easter holiday left bourses mixed around London

Europe yesterday, although Milan was hopping with rumours which continued to boost shares. The gains on Wall Street and in the dollar aided sentiment, writes

Our Markets Stuff. FRANKFURT fell back from a higher opening to close mixed as operators squared their positions before Easter.

As usual, the brightest spots in

the market were among the take-

October low of \$26%.

another suitor.

Canada

The market took some cheer from a good forecast for 1988 over-related stocks. Texaco from Deutsche Bank, and on enjoyed the morning's heaviest news of good results from chemi-

Stores gained another \$% to BASF 60 pfg lower at DM244.80. First there was the market's outcome of the auction held yesdifficulty in making a convincing break through the 2.000 level on MILAN moved ahead sharply,

Gillette rose \$% to \$44% as fuelled by an abundance of bull-rumours persisted about a possi-ish rumours about carmaker ble bid from Philip Morris or Fiat, which closed 3.5 per cent higher at L9,320, a gain of L315. The MIB index finished 25 points higher at 1,069 in an active session, dominated by specula-tive trading. Foreigners and estic institutions played only

a limited role. One analyst attributed the cur-

volume of 18.4m shares.

Nova of Alberta, which has amended its offer for Polysar seeking a stake in BMW, entering Energy and Chemical to Casal. Energy and Chemical to C\$22½ a production agreement with per share, topped the list of most actives, climbing C\$1½ to C\$12. Polysar gained C\$2½ to C\$21. Among energy issues, Imperial purchases of Fiat stock Oil class A rose C3% to C359%, Italian brokerage house. purchases of Fiat stock by an De Benedetti holding group Cir at Fl 118.50, and later reported an

A STEADIER dollar gave London a note of confidence as it wound down for the long Easter weekend. Trading was thin, however, and a broad lack of interest left the PT-SE 100 index down 8.2 at 1,756.9. In internationals, Beecham found fresh demand on better prospects for its heart drug Eminase, reaching 466p before closing steady at 462p.

recent setback from great heights. Cir stock had risen 21 per cent in the 10 days to last Thursday, reaching L6.450. PARIS saw limited buying

interest in the run-up to the first round of the presidential elec-tions next month, and ended the The bourse opened slightly

higher on some short-covering, with the CAC General index up 2.2 at 287.5. But the market closed down about 0.4 per cent as concern about the near-term direction of global markets took Saint-Gobain. which

announced plans to increase its capital by about 12 per cent to help finance recent acquisitions and share purchases, edged up 10 centimes to FFr400.10.
AMSTERDAM: saw moderate trading amid some nervousness, although the firmer dollar helped

The midsession ANP-CBS index closed 3.2 higher at 243.5, although prices fell in later trading. "The market was basically looking for an even stronger Wall

Street last night," said one

Steelmaker Hoogovens closed Fl 4 lower at Fl 33.80 after announcing a loss of F1 74.6m last year and saying it expected a return to profit this year. Distiller Bols closed up FI 4.50

gained L330 to L6,150 after its 8.6 per cent profits rise. Unilever

by the stronger dollar and previ-

ous gains in New York. Volvo, which announced the purchase of Leyland Bus of the UK, added SKr2 to SKr335. Elec-

quiet pre-Easter trading, with interest focusing on three shares retailer GB-Inno, oil group Petrofina and financial and industrial holding company

Engineer Georg Fischer reported annual profits up 5.4 per cent and climbed SFr5 to SFr805 and machinery maker Adolph Saurer bearers fell SFr22 to SF1350 on news that Swiss finan-cier Mr Tito Tettamanti had acquired a 55 per cent stake and

 In a story about the Vienna bourse in yesterday's paper, the old share price of Montana should have read Schil.000

dropped 50 cents to Fl 111.50 amid selling of options in the

STOCKHOLM moved higher in relatively light turnover, helped

trolux B shares climbed SKr6 to SKr 236 the day after the company reported the purchase of a UK seatbelt business. The Affaersvaerlden index was

BRUSSELS ended mixed in

Groupe Bruxelles Lambert. GB-Inno, which announces 1987 results later this week, added BF12 to BF11,216, with a moderate 30,000 shares traded. Petrofina, which saw large buy orders, ended unchanged at BFr11,200. And GBL was steady at BFr3,140 after reporting a 12 per cent fall in earnings. The Brussels stock index added 34.39 to 4,886.27. ZURICH was underpinned by

the healthier dollar and by Wall Street's performance, with the Crédit Suisse index adding 0.4 to

planned to convert it into an industrial holding company.

OSLO trading was busy as the pre-Easter rally continued, with the all-share index moving up 4.88 to 397.69 on turnover of

## SOUTH AFRICA

Platinum

Jim Bodgener reports on a spurt in volume

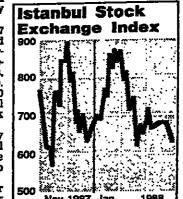
# is much-needed fillip

cent in price.

on February 4 to correct a free exchange as investors switched to deposit accounts that promised better short-term returns.

Although the index remains is considerable insider trading.

Another difficulty for investor shares traded last week rose by 57 per cent over the previous week to 520,125, a gain in value



Nov 1987 Jan terms of 77 per cent to a total

TL4.6bn (\$3.7m). The sale of 22 per cent of the Government's 40 per cent holding down from 25 per cent charged in in Teletas was designed to test demand before much larger denationalisation issues from the state economic enterprise (SEE) invest in Turkey is during the state economic enterprise (SEE) sector. Applications through bank branches across the country left the 3m share issue more than four times over-subscribed.

The Government now plans to press ahead with other issues, initially of the most profitable and saleable SEEs. They will start with five cement plants operated by state cement corpostruction boom.

Fears remain, however, that a deluge of privatisations could ties, the long-term outlook is swamp available investible capi-tal, and thus the exchange itself. eign financiers in Istanbul. Tur-Although trading activity has key has been compared to Spain grown markedly since its and Portugal a decade ago - and relaunch from a moribund exist the Government is committed to

TURKEY'S first major privatisa-tion issue has given the revamped Istanbul stock chip senior market, the shares of exchange a much-needed shot in only about 50 companies are the arm. The first shares hived traded and these represent just 23 off from telephone maker Teletas to 30 per cent of the companies entered the exchange last week, total equity. The rest is concerand immediately gained 26 per trated in institutional and family holdings and most companies do Deposit interest rate hikes not see the exchange as a pri-introduced by the Government mary source of working capital.

Investors' confidence has not been helped by price volatility market foreign exchange crisis been helped by price volatility - had badly hit the fragile stock put down to inexperience stude the lack of authorizative stude. the lack of authoritative guidelines or codes of practice. There have been suggestions that there

Another difficulty for investors is that, as yet, few Turkish concerns are properly audited to international standards.

Despite these teething problems, there are promising SIGMS for the exchange. One is that for eign investment funds have made large profits from placing small amounts of their high-risk capital growth funds here, says one Istanbul-based foreign financier.

Almost all the major European investment funds have inquired

about prospects on the exchange However, it is still a market of high risks: there is the danger of a devaluation of the lira against foreign currencies, periodic snortages of foreign exchange, and the need for a sound custodian in Turkey to avoid false accounting.

Another obstacle for foreign investors is the large commission charged by banks for foreign exchange transactions. Although down from 25 per cent charged in January and February, they are

second quarter of the year, when companies have traditionally chosen to increase their share capital, according to an Istanbulbased foreign banker, who is keen to see a further inflow of foreign funds. As yet most companies do not raise share capital by rights or bonus issues, but simply by distributing a combinaration Citosan, which has been tion of free shares and shares buoyed up by a domestic con-struction boom. paid for at their nominal value, paving the way for huge profits.

Despite the short-term difficultence in early 1986, it is still the development of the capital minuscule by international stan-

## ASIA

# Nikkei passes 26,000 in hectic trade A SHARP weakening of the felsfontein rose Ri to R52. Rustenburg Plate increased R1.40 to R31.50

LARGE-CAPITAL and high-technology stocks were in strong demand in Tokyo yesterday, help-ing to send share prices past the 26,000 mark for the first time in about five and a half months. writes Shigeo Nishiwaki of Jiji

The Nikkei average closed up 366.98 at the day's high of 26,320.07, breaching 26,000 for the first time since October 16. It is now only 326 points below its record high of 26,646.43 reached on October 14. and trading was very active with about 1.9bn shares changing

hands against Tuesday's 1.07bn. Advances outpaced declines by 686 to 244, with 126 issues Wall Street's overnight

advance and the dollar's sharp rally against the yen sparked! strong buying interest.
Chief buyers in yesterday's trading were brokerage houses, business corporations, individuals and foreigners. But institu-tions, with their huge investment

funds, were still hanging back.

Among large-capital stocks,
Nippon Steel topped the active list with 320.4m shares traded, and rose Y15 to Y489. Sumitomo Metal Industries, second with

demand for Matsushita Electric, in which 19.8m shares changed hands. The high-technology is closed Y50 higher at Y2,700 after reaching Y2,750.

but came under profit-taking pressure to end up Y6 at Y960.

Large-capital chemicals and some paper-pulp issues fared well. Mitsubishi Petrochemical put on Y40 to VI 400 Mitsui Dat advanced Y26 in early trading, rochemical Y70 to Y1.480. Oii

Y858, Mitsubishi Y50 to Y1,380 and Nippon Yusen Y45 to Y625.

Bond prices moved erratically on speculation over purchases of speculation over purchases over purchases over purchases over purchases over purchases over

on speculation over purchases of government bonds by the Bank of Japan on the gensalci, or repurchase, market.

The yield on the benchmark 5.0 per cent government bond, maturing in December 1997, fell from 4.490 per cent at Tuesday's close to 4.465 per cent in early trading as some dealers stepped up buying in anticipation of the Bank's action.

But the yield rose to 4.500 per and the strong property market bigher at HK\$9.80, and New World, 25 cents at HK\$9.70.

With especially strong demand for property stocks.

Cheung Kong, which announced a final dividend of 16 cents to HK\$7.50.

News of its 23 per cent rise in annual profits came after the market's close.

The strong property market produced gains for Sun Hung Kai at Properties, up 20 cents at HK\$9.80, and New World, 25 cents bigher at HK\$9.80, and New World, 25 cents wenter Printpac.

Adelaide Steamship advanced 4

to Y809 and Hitachi Y30 to ages under *gensaki* agreements tations. Elders Investments Y1,450. Mitsubishi was the third busiest issue with 115.3m shares. May 20. Later, the price of the being suspended pending news it There was further strong benchmark issue advanced in is providing funding for Texasresponse to the firmness of bond based Desert Partners to acquire futures prices, and its yield ended a US gypsum company.

trading at 4.470 per cent. On the Osaka Securites Exchange, large-capital issues Fujitsu added Y30 to Y1,530 were the most popular, helping and Sony Y110 to Y5,240. Nissan drive share prices higher for the Motor, with 53m shares traded, advanced Y26 in early trading.

The 250-issue OSE stock aver-

Paper Y30 to Y1,480, U1
Paper Y30 to Y1,530 and Jojo
Paper Y32 to Y852.

Among trading houses and shipping stocks, Mitsui and Co. rose Y30 to Y920, C. Itoh Y23 to 7.31 to 2,528.92 after posting a 35-

Metal Industries, second with 213m shares, finished Y16 higher at Y412.

Heavy electricals were also popular, with Mitsubishi Electric adding Y20 to Y749, Toshiba Y13

Bank's action.

But the yield rose to 4.500 per cent following reports that the central bank had offered to buy 10- and 20-year bonds from some financial institutions and broker
HK\$9.80, and New Worin, 25 cents higher at HK\$9.70.

Property, telecommunications of it had acquired a 19.9 per cent to HK\$8.30 after reporting stake in the Ploneer Property 1987 profits slightly below expection.

SPECULATIVE buying and bar-gain hunting, mainly by small investors, helped reverse four days of declines, with the Straits Times Industrial index rising

The market took heart from prevous gains on Wall Street and in Tokyo, though volume was lower than Tuesday's 23.6m shares, with 21.6m shares chang-

## ing hands yesterday. **Australia**

INDUSTRIAL stocks led the mar-ket higher as confidence returned following gains elsewhere in

world markets.

The All Ordinaries index

gold stocks close firmer. Trading remained quiet in anticipation of the Easter break.

Rustenburg Platinum increased R1.40 to R31.50 before announcing details of its agreement with the Lebowa Govern-ment concerning mining lease Among gold issues, Freegold rights and development of a new gained 75 cents to R30.75 and Buf-

# What's in a name?

n 1917, NIPPON KOGAKU K.K. was established and for many years now, we have made products under the brand name, Nikon. Our products have earned worldwide respect for their elegant design, sophisticated technology, and superb reliability. But because of the popularity of our brand name, people no longer recognize our corporate name. So, we're changing it. Effective April 1, 1988, we will become NIKON CORPORATION. Meeting the challenges of the future... by retaining the best traditions of the past.

Phone: 03-214-5311 Telex: J22601 (NIKON) Fax: 03-201-5856

Jointly compiled by the Financial Times, Goldman, Sachs & Co., and Wood Mackenzie & Co. Ltd., in conjunction with the Institute of Actuaries and the Faculty of Actuaries

FT - ACTUARIES WORLD INDICES

Base values: Dec 31, 1986 – 100; Finland: Dec 31, 1987 – 115.037 (US S Index), 90.791 (Pound Sterling) and 94.94 (Local). Copyright, The Financial Times, Goldman, Sachs & Co., Wood Mackenzie & Co. Ltd.1987.
US Index based on 3 p.m.(Local time) prices.
Latest prices were unavailable for this celtion.